EMILIANO SRIMER SRIMER



Doubletone Inks and Ullmanines

The Only Inks Used in every country, They help the printer to Get New Business. They help the Publisher to Increase his circulation. They increase the value of his advertising space. 5,000 Catalogs printed with **Doubletone Inks** Get more business than 20,000 printed with inks of the past. The Half-tone itself has Multiplied in value since **Doubletone Inks and Ullmanines** Have been invented for it.

Sigmund Ullman Co.

New York Chicago Philadelphia





WE OFFER YOU THE LARGEST LINE OF

CUT CARDS



Our Cards are made ROUND AND SQUARE CORNER, accurately die-cut, and packed in neatly labeled presentable packages. Splendid value in all qualities. If you want cards which will satisfy and make customers for you, we want your request for samples.

DISTRIBUTERS OF "BUTLER BRANDS"

STANDARD PAPER COMPANY MILWAUKES, WISCONSIN	MUTUAL PAPER COMPANY SEATTLE, WASHINGTON
SOUTHWESTERN PAPER COMPANY DALLAS, TEXAS	AMERICAN TYPE FOUNDERS COMPANY SPOKANE, WASHINGTON
SOUTHWESTERN PAPER COMPANY HOUSTON, TEXAS	AMERICAN TYPE FOUNDERS COMPANY VANCOUVER, BRITISH COLUMBIA
PACIFIC COAST PAPER COMPANY SAN FRANCISCO, CALIFORNIA	NATIONAL PAPER & TYPE COMPANY (Export only) NEW YORK CITY
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OAKLAND PAPER COMPANY OAKLAND, CALIFORNIA	NATIONAL PAPER & TYPE COMPANY CITY OF MONTEREY, MEXICO
CENTRAL MICHIGAN PAPER COMPANY GRAND RAPIDS, MICHIGAN	NATIONAL PAPER & TYPE COMPANY

J.W. BUTLER PAPER CO.

THE FUCHS & LANG MFG. CO.

29 Warren Street : : NEW YORK 328 Dearborn Street : : CHICAGO 150 N. Fourth Street, PHILADELPHIA 44 High Street : : : : BOSTON Factory : : RUTHERFORD, N. J.

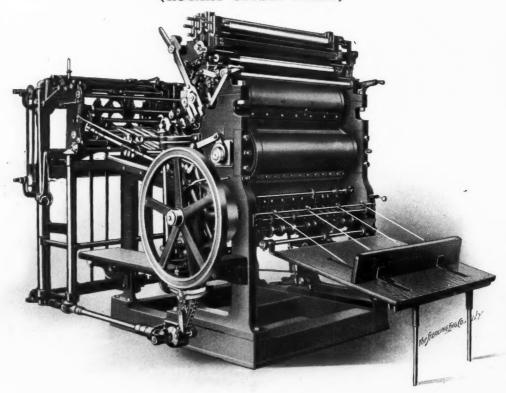
MACHINERY

SUPPLIES for LITHOGRAPHERS AND PRINTERS

Emmerich & Vonderlehr Machinery

RUTHERFORD HIGH-SPEED LITHO. PRESS

(ROTARY OFFSET PRESS)



NUMBER TWO

Size of Paper			. 28 x 34 inches.	Height, over all		
Size of Design		٠	27½ x 33½	Net Weight with feeder .		
Size of Plate			. 31½ x 35	Shipping Weight with feeder		
Floor Space, over all			. 7 ft. 4 in. x 13 ft.	Net Weight without feeder.	•	7,300 lbs.

Speed for Accurate Register, maximum, . . . 3,500 sheets per hour. Speed for General Commercial Work, maximum, 5,000 sheets per hour.

- FEATURES -

Simplicity of design.
Strength of construction.
Easy access to all adjustments.
Ink distribution while rollers are raised from printing plate.
Water distribution while damping rollers are raised from printing plate.
Flow of water stopped instantly by turning a lever.

Inking stopped instantly by turning a lever.
Water supply regulated by hand screw.
Ink supply regulated by hand screw.
Free access to plate cylinder.
Free access to plate cylinder.
Simplicity of plate clamps.
Clamps very rigid.
Plates can be changed in shortest possible time.
Extra wide distribution of inking rollers.
Hand feed or automatic feed.

Automatic feed tapes easily turned back when hand feeding.
For hand feed, foot trip is furnished.
Automatic trip when fed with automatic feeder.
Feeder trips automatically when two or more sheets are fed.
Feeder trips automatically when sheet is not up to guides, thus insuring register.
Stack feeder requiring no attendant.

Bronzing Machines Bronzing Machines
Dusting Machines
Tin Bronzing Machines
Magnesiaing Machines
Bronze Sifting Machines Litho. Tin Presses Tin Cleaning Machines Coating and Varnishing Machines for Metal Litho. Hand Presses

Stone Planers Stone Grinders Ink Mills Color Mixers Ruling Machines

Reducing Machines Embossing Machines
Calendering Machines Engraved Steel Rolls Paper Rolls

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NOTHING





BUT



VIEW FROM NORTHEAST

CUTTERS

Ninety sizes and styles of the ONTARIO, BROWN & CARVER and OSWEGO Cutting Machines are made. One of these is exactly adapted to your especial needs. Each one has several improvements on no other. You get the advantage of over a third of a century's specialization on this one line of cutting machinery.

OSWEGO MACHINE WORKS, Oswego, N.Y.

NIEL GRAY, JR., PROPRIETOR.

NEW YORK OFFICE, 150 Nassau St.-Walter S. Timmis, Manager. Chicago Office, 347 Dearborn St.-J. M. Ives, Manager.



FURNEAUX STORAGE CARINET.

CHICAGO, ILL., February 3, 1909.

The Hamilton Manufacturing Company, Two Rivers, Wisconsin:

Gentlement annifacturing Company, Two Rivers, Wisconsin:

Gentlemen,—The fact that from time to time you have accepted and manufactured from the proved ideas of practical printers, assures the trade that in purchasing goods of your house they are purchasing the best result of ripened experience.

The double-decked Metal Furniture Cabinet, with Lead and Slug Bank, designed by our Mr. George A. Furneaux, is especially useful. It occupies about one-tenth of the space that would be required to handle the same amount of material on old-fashioned furniture racks and lead and slug banks.

same amount of material on old-fashioned furnished slug banks.

The compactness and thorough workmanship of this furniture makes it a valuable time-saver, while the handsome design and finish adds greatly to the appearance and gives a businesslike air to the room.

Printers are perhaps prone to overlook the aid which modern composing-room furniture has given in developing the craft by the saving of time and space — costly elements of production.

Yours very truly,

The H. O. Shepard Company.

Perfection in the height of Wood Type has at last been obtained. We absolutely GUARANTEE our type to be satisfactory in this respect—WITHOUT RESERVE. These two unsolicited letters

ORANGE, N. J., January 4, 1909

The Hamilton Manufacturing Company, Two Rivers, Wisconsin:

GENTLEMEN.— The new Wood Type, bought about six months ago through a New York salesman, is just type-high, and works with metal to our entire satisfaction. Yours truly, WILLIAM FORCE.

Care Orange Publishing Company, Orange, New Jersey.

SANFORD, ME., January 9, 1909

The Hamilton Manufacturing Company, Two Rivers, Wisconsin:

GENTLEMEN,—We have a few fonts of Wood Type which we purchased from a competing house, but which have caused us a great deal of trouble, as they were not type-high. We do not feel like throwing them away. If you could refinish them and make them type-high, we would like to have you do so, provided the cost would not be too great. Will you please advise us. Yours very truly, Averille Press.

If you want to know more about the experience of these printers, write them. SEND FOR WOOD-TYPE CATALOG.

The HAMILTON

Modern Printing-Office Furniture

The rapid development of the appliances used and the methods applied in modern printing has taxed the ingenuity of every concern catering to the printing trades, in the effort to maintain the required standard of perfection. But few concerns in any one line have successfully survived the fierce competition

In the furniture line the name of HAMILTON stands alone, without the semblance of a rival. There must be a reason-that reason is QUALITY.

The Hamilton line of modernized printing-office furniture leads but is never complete—it's always developing.

Something new next month-watch for it.

Furneaux Storage Cabinet For Leads and Slugs and Metal Furniture.

There has always existed a lack of storage room for leads and slugs, metal furniture, etc. Likewise the line of modernized Printing-office Furniture has lacked a convenient Lead and Slug Bank of large capacity. Both of these wants are sup-plied in the Furneaux Lead and Slug Bank and Storage Cabinet.

The original cabinet, built along these lines, was installed in the office of the Henry O. Shepard Co., of Chicago, publishers of *The Inland Printer*, where a six-foot cabinet, equaling a capacity of two such cabinets as here illustrated and described, was required, and the idea was first suggested by Mr. George A. Furneaux, superintendent.

This equipment has given such great satisfaction and has proven its economical value so thoroughly, that we have decided to offer this cabinet as a standard article to our customers. This cabinet has an enormous storage capacity and is most substantially constructed to support the great load of metal which it will accommodate.

DIMENSIONS - Occupies floor space, 36 x 26 inches; Height

DIMENSIONS—Occupies floor space, 36 x 26 inches; Height at the front, 45 inches; Height at back, 70 inches.

The lower Lead and Slug Bank is 2 inches deep inside and divided into two sections, each section measuring 14½ inches from front to back.

The upper Lead and Slug Bank is 3½ inches deep inside, and measures 13½ inches from front to back.

These Lead and Slug Banks are adjustable by picas, and the divisions can be arranged to accommodate any desired lengths.

The body of the Cabinet is fitted with 12 storage drawers, all 18 inches long from front to back, and 13 inches wide, inside measure. The two upper drawers are 8 inches deep inside and the ten lower drawers are 5 inches deep inside. All these drawers have removable partitions, adjustable by inches, running from front to back.

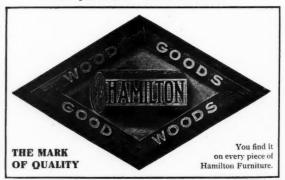
from front to back.

Cabinet is fitted with heavy flat steel runs, capable of sustaining any load

which can be stored in the drawers.

Weight of Cabinet, crated for shipment, 500 pounds.

List price, \$80 - Less usual discount.



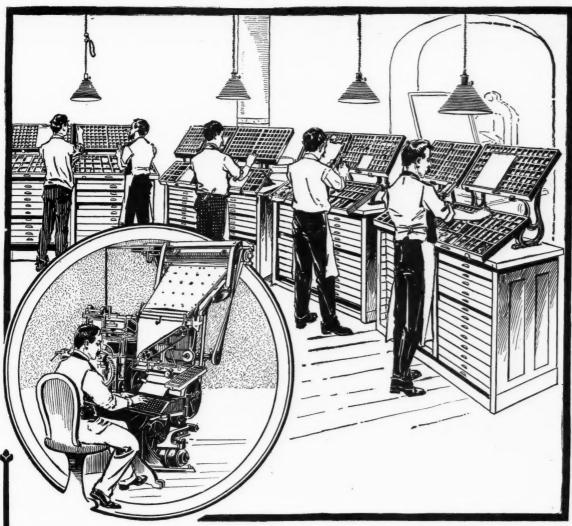
THE HAMILTON MFG. CO.

Main Office and Factories, TWO RIVERS, WIS. Eastern Office and Warehouse, RAHWAY, N. J.

Send for new Supplement and a copy of "Composing-room Economy," showing floor plans in thirty-two modernized printing plants.

ALL PROMINENT DEALERS SELL HAMILTON GOODS

A VALUABLE LINE GAUGE, graduated by picas and nonpareils, mailed free to every inquiring printer.



Five to One

A tale without words for the publisher of a daily paper or for the manager of a job printing plant who in these enlightened days continues to hand-set all of his copy. Figure it out for yourself, or ask the users of

13,000 Linotypes

SEARS, ROEBUCK & CO., Chicago, for instance, have found that

"The Linotype way is the only way"

to set intricate mail-order catalogues.

MERGENTHALER LINOTYPE COMPANY

NEW YORK

CHICAGO

SAN FRANCISCO

NEW ORLEANS

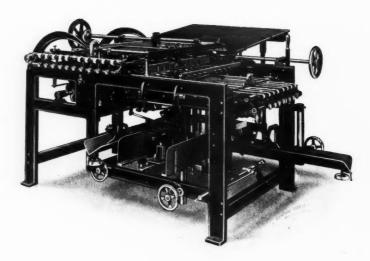
PARIS

SYDNEY, N. S. W.
WELLINGTON, N. Z.
MEXICO CITY, MEX.

TORONTO—The Mergenthaler Co., Ltd.
Co. BUENOS AIRES—Louis L. Lomer
CAPE TOWN—John Haddon & Co.
STOCKHOLM—Aktiebolaget Amerikanska Sattmaskiner

HAVANA — Francisco Arredondo TOKIO — Teijiro Kurosawa ST. PETERSBURG — Leopold Heller When you have been sufficiently *misled*, by buying imitations of our product, drop us a line.

Established 27 years ago.



"Togo" Catalog Folder

Made by

Brown Folding Machine Company

ERIE, PA., U.S.A.

New York Chas. A. Sturtevant & Co. 38 Park Row AGENCIES

London, W. C., J. Collis & Sons, 42 Regent Square, Gray's Inn Road Chicago Chas. A. Sturtevant & Co.

355 Dearborn Street

The best black for making the best Printing Inks. This publication is printed with ink made from Peerless

The Peerless Carbon Black Co., Ltd., Pittsburgh, Pa.

BINNEY & SMITH CO., Sole Selling Agents, 81-83 Fulton St., New York, N.Y.

63 Farringdon Street, London, E. C., England. 90 Rue Amelot, Paris, France.
W. Kohnk, Kaufmannshaus 179, Hamburg, Germany.

NEW MONOTYPE UNITS

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The "Style D" Keyboard

As easy to learn, as easy to operate as a Universal Keyboard Type-writer; the simplest, fastest, and most flexible composing machine.

The Low-Quad Mold

Casts any size type (5 to 14 point, inclusive) in justified lines with quads and spaces (both justifying and fixed size), either high or low, as required.

These improvements have been made so that they can be applied to any Monotype—just as new units are added to sectional filing cabinets.

The owner of the Monctype, instead of charging off a large amount each year for depreciation, at small expense adds our new units and keeps his equipment up to date.

"Nothing Succeeds Like Success"

The repeat orders we have received from our satisfied customers and their help in extending the use of "the versatile machine that keeps itself busy" make possible our improvements.

It's Your Move

LANSTON MONOTYPE MACHINE CO.

1231 Callowhill Street, Philadelphia, Pa.

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QUEEN CITY INKS



THE QUEEN CITY PRINTING INK CO.



CINCINNATI, 1913-1935 South St. CHICAGO, 345 Dearborn St. BOSTON, 147 Pearl St. PHILADELPHIA, 11th and Hamilton KANSAS CITY, 6 and 8 W. 14th St.

YOU HAVE DAILY USE FOR IT

H.D. . . . INK

THE ADDITION OF INKEEZE TO PRINTING INK GIVES

Pressmen The opportunity to control DRYING

QUALITIES . . BODY . . TACK, ETC.

USE TINTS OF YOUR OWN

MANILEACTIO

MANUFACTURE

USING

QUEEN CITY LIQUID TINT BASE AND QUEEN CITY INKS

UNCLE SAM'S GREEN BACKS ARE

NEVER USED

TO PAY FOR BETTER INKS THAN THOSE MANUFACTURED

BY

THE QUEEN CITY PRINTING INK COMPANY

CINCINNATI

CHICAGO

BOSTON

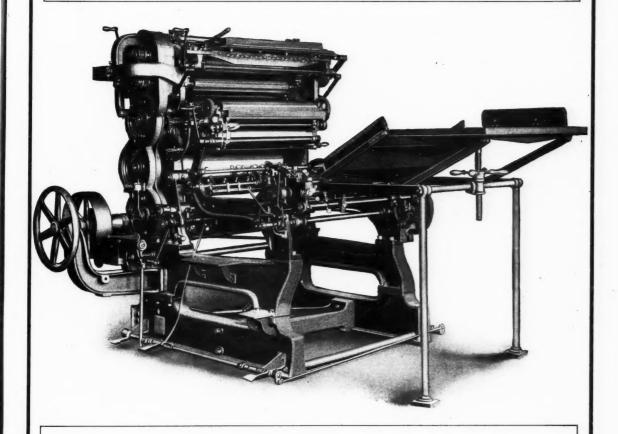
PHILADELPHIA

KANSAS CITY

THIRTY PRINTERS

EXCLUSIVE OF 100 LITHOGRAPHERS

USING HARRIS AUTOMATIC OFFSET PRESSES



HIS fact conclusively proves the adaptability of THE HARRIS AUTOMATIC ROTARY OFFSET LITHOGRAPHIC PRESS to the requirements of typographic printers. Don't buy any more Presses until you fully investigate what this machine can and will do for you. The work is SUPERIOR and the output GREATER than other Presses. All make-ready is eliminated.

WRITE FOR INFORMATION TO-DAY

The Harris Automatic Press Co.

CHICAGO OFFICE Manhattan Building

NILES, OHIO

NEW YORK OFFICE 1579 Fulton Hudson Terminal Building

Lustro Coated Book

Its use does not add materially to the total cost, but very materially to the results obtained.

The production of a coated paper of superfine quality at a moderate cost to the consumer has been the aim of the manufacturer, and Lustro Coated Book is the result of this endeavor and represents—

First—The product of Cumberland Mills, the oldest in the business of manufacturing coated paper, with twenty-seven years' cumulative experience.

Second—The product of a mill **modernly equipped**, where cost is reduced to a minimum.

Third—An efficient organization insuring careful attention to the selection of body stock and coating material, to color, finish, sorting and packing.

Fourth-The lowest price for the given quality.

In perfecting Lustro Coated Book the manufacturers had constantly in mind the needs of the advertiser, and are now in a position to furnish a paper suitable for the most exacting requirements of half-tone printing in one or more colors. Exhibit sheets have been prepared showing the value of this paper for commercial catalogues and booklets where quality at a moderate cost is a consideration.

Write for Exhibit Sheets and Prices

S. D. WARREN & COMPANY

BOSTON, MASS.

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Cleveland, Ohio	Kingsley	Paper	Co.
Dallas, TexasSou	thwestern	Paper	Co.
Grand Rapids, MichCentral	Michigan	Paper	Co.
Houston, TexasSou	thwestern	Paper	Co.
Kansas City, Mo	. Benedict	Paper	Co.
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Los Angeles, Cal	Sierra	Paper	Co.
Milwaukee, Wis	Standard	Paper	Co.
Onlidend Col	Oakland	Paper	Ca

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Pittsburg, Pa The Alling & Cory Co.
Portland, Me
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San Francisco, Cal
San Francisco, Cal
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Vancouron P. C. Amorican Type Foundam Co.

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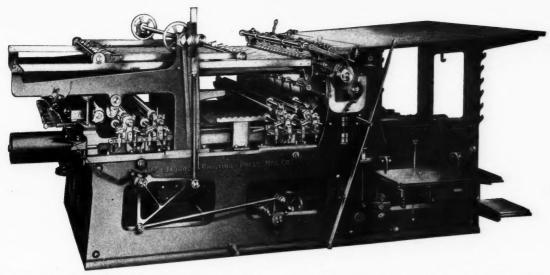
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THE HEAVIEST, SIMPLEST, MOST COMPACT AND HANDSOMEST TWO-REVOLUTION. COMPARE THIS ILLUSTRATION WITH THAT OF ANY OTHER.

THE BABCOCK PRINTING PRESS MANUFACTURING CO., NEW LONDON, CONNECTICUT New York Office, 38 Park Row. PRESS MANUFACTURING CO., Miller & Richard, Canadian Agents, Toronto Ontario.

BARNHART BROS. & SPINDLER, WESTERN AGENTS, 183-187 MONROE STREET, CHICAGO Great Western Type Foundry, Kansas City, Missouri: Great Western Type Foundry, Omaha, Nebraska; Minnesota Type Foundry Co., St. Paul, Minnesota; St. Louis Printers Supply Co., St. Louis, Missouri; Southern Printers Supply Co., Washington, District Columbia; The Barnhart Type Foundry Co., Dallas, Texas; National Paper & Type Co., City of Mexico, Vera Cruz, Monterrey, and Havana, Cuba. On the Pacific Coast-Pacific Printers Supply Company, Seattle, Wash.

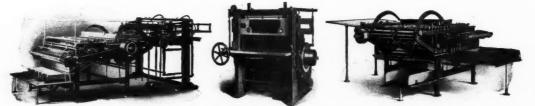
The Babcock Optimus The Babcock Optimus

We take you into partnership on the proposition that the Optimus will better satisfy you than will any other two-revolution, no matter what your work. You will find it no less than claimed. No matter what we promised the performance will equal it. In fact, you will find the press more, and will delight in the pleasures of discovery.

If our claims are unknown to you they will be furnished promptly. We assume all responsibility for them. The heaviest forms, the work that others cannot do as well, are easily within Optimus capacity. The highest speed is backed by every quality essential to make it fully effective. It remains a good press after many years of hard work, during which not a dollar has been expended for repairs, and no time lost through fault of the press itself.

The Babcock Optimus

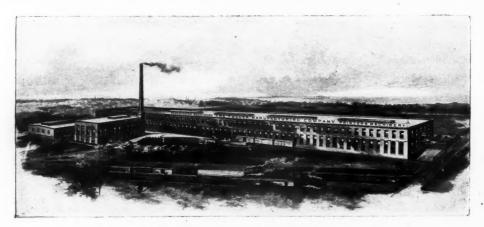
Fuller Manufacturing Company's Specialties



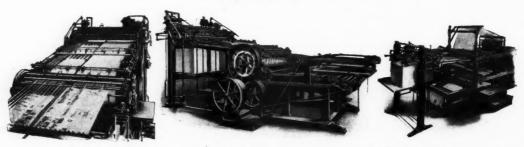
FULLER MULTIPLEX FOLDER

WHITE PAPER CUTTER

FULLER JOBBING BOOK FOLDER



WORKS OF THE FULLER MANUFACTURING COMPANY NEW HAVEN, CONN.



FULLER COMBINATION FEEDER

FULLER PRINTING PRESS FEEDER

FULLER RULING MACHINE FEEDER

THE largest and best equipped Plant in the World for the manufacture of Automatic Feeders, Folding Machinery and Cutters. Thousands in daily operation.

Write for descriptive catalogue

E. C. FULLER COMPANY

SOLE SELLING AGENT

FISHER BUILDING, CHICAGO

28 READE STREET, NEW YORK

Smyth Manufacturing Company's Specialties

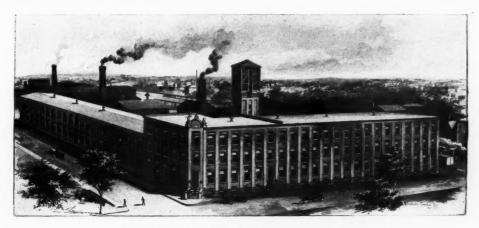


No. 3 SEWING MACHINE

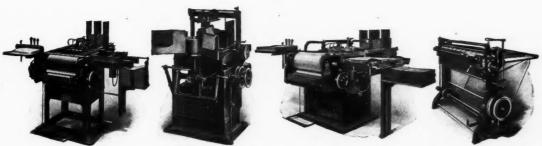
No. 4 SEWING MACHINE

No 7 SEWING MACHINE

GLUING MACHINE



WORKS OF THE SMYTH MANUFACTURING COMPANY HARTFORD, CONN.



No. 1 CASE MACHINE

CASING-IN MACHINE

No. 2 CASE MACHINE

CLOTH-CUTTING MACHINE

THE best constructed, the most satisfactory and the most profitable machines for the purposes for which they are designed.

Write for descriptive catalogue

E. C. FULLER COMPANY

SOLE SELLING AGENT

FISHER BUILDING, CHICAGO

28 READE STREET, NEW YORK

The MOST POPULAR PRINTING MACHINERY MADE



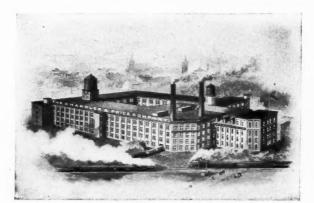




THE CHANDLER & PRICE PRESS, BUILT IN SIX SIZES



THREE SIZES 23 inches, 26 inches and 30 inches



OFFICE AND WORKS OF THE CHANDLER & PRICE CO.
Two and one half acres of floor space



THREE SIZES
23 inches, 26 inches and
30 inches



THREE SIZES
30 inches, 32 inches and 34 inches

THE CHANDLER & PRICE CO.

MAKERS

CLEVELAND - - - OHIO



THREE SIZES

IT IS IN THE MAKE

Rebuilt Linotypes

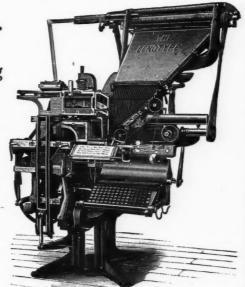
Model 1, Two-letter Linotypes.

All worn parts replaced by new.

Guaranteed to produce as good a slug as from a new machine.

Price, \$2,000, f. o. b. Chicago. Easy terms.

Prompt delivery. All machines sold with new matrices and new spacebands. This is the only company that rebuilds Linotypes, that maintains a regular force of machinists and is equipped with up-to-date machinery. We have an exclusive special license to use patented attachments in rebuilding Linotype machines. All parts used by us in a haidling Linotype machines.



rebuilding Linotypes are purchased from the Mergenthaler Linotype Company, and are made in the United States. \P If you want other model Linotypes, write us.

We have completed special tools and attachments for the accurate repairing of Spacebands.

Price for Repairing Spacebands, each - - - 25c.

We Guarantee All Our Work.

We are now prepared to accept orders for repairing Linotype machines or complete Linotype plants.

If you have a Linotype to sell
If you wish to buy a rebuilt Linotype WRITE US

Gutenberg Machine Company

WILL S. MENAMIN,
President and General Manager.

545-547-549 Wabash Avenue, CHICAGO

Somewhere

there is always a happy medium between necessity and luxury—a common ground on which intrinsic value and reasonable cost meet and shake hands. In business stationery that happy medium is

Morthmore Bond

(it has the crackle)

The best-known business paper for every known business need.

SAMPLES ON REQUEST

THE WHITAKER PAPER COMPANY

CINCINNATI, OHIO, AND NASHVILLE, TENN.

BAY STATE PAPER COMPANY

BOSTON, MASS., AND NEW YORK, N. Y.

You Must Have the Face

that will appeal to him. The banker or merchant who has always clung to lithographed work can be reached by the printer if the right face is shown him. Try one of these:

Bold Litho

Litho Roman Condensed Litho
TITLE LITHO ROMAN

SEND FOR SPECIMENS

INLAND TYPE FOUNDRY

Saint Louis

Chicago

New York

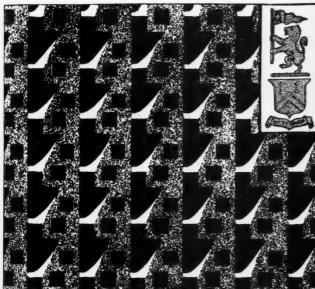
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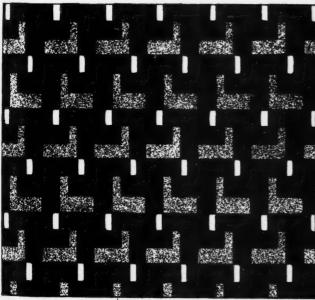
The Ault & Wiborg Co.

Manufacturers of

Letterpress and Lithographic Printing Inks

CINCINNATI :: NEW YORK :: CHICAGO :: ST. LOUIS BUFFALO :: PHILADELPHIA :: SAN FRANCISCO :: TORONTO HAVANA :: CITY OF MEXICO :: BUENOS AIRES :: LONDON









ART GREEN, 949-05.

WHAT HAPPENS WHEN YOU

Push the Button?



Every printer should know more about the great advantages in the use of "The Kohler System." Let us tell you how it safeguards and protects both your press and your operator.

Our system of controllers is manufactured for flat bed and

Our system of controllers is manufactured for flat bed and other printing presses, is strictly reliable, responds instantly and accurately to the touch of the button.

"The Kohler System," To Install, Is By No Means Expensive

Can you imagine its wonderful saving of time, saving the press from wear and tear, increased protection to men, increased production?

Write for our bulletins, and at the same time tell us what kind of machinery you have, its make and size, the voltage of your power circuit and the speed of your driving shaft, and we will supply you with full information.



KOHLER BROTHERS

1 MADISON AVENUE NEW YORK MAIN OFFICE 277 DEARBORN ST. CHICAGO

56 LUDGATE HILL LONDON, E.C.

Reliable Printers' Rollers



Sam'l Bingham's Son Mfg. Co.

CHICAGO

FACTORIES

195-207 South Canal Street

PITTSBURG

First Avenue and Ross Street
ST. LOUIS
514-516 Clark Avenue

KANSAS CITY

INDIANAPOLIS

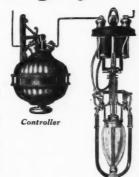
Photo-Engraver Blue-Printer Photographer

QUALITY TIME PROFIT

QUALITY means more business.

TIME-SAVING means a larger output.

QUALITY and TIME-SAVING at lower cost of production mean PROFIT.



These may be attained by adding to your equipment one or more A-B lamps according to your needs; the lamp especially designed to meet the requirements of your art.

Write for BULLETINS and further information.

The Adams-Bagnall Electric Co.

Known for letter-heads

"Go to So-and-so for catalogs." "Go to Blank & Co. for labels." Such expressions are common.

When a printer does a line of work better than any other house business men are not slow to find it out. Use



the paper for distinctive stationery

and you will be known for fine letter-heads.

With it you do better printing. Its unequaled clearness, imoothness and whiteness display the heading to the best advantage.

In it you give the best paper, stronger even than paper costing 2 to 5 cents a pound more—paper whose very feel and crinkle denotes superiority.

The combination of high-grade stock and high-grade printing makes the quality which gives reputation.

Prove our claims yourself. Test Swan Linen. Print on it. Sample sheets free with our portfolio of prize letter-heads full of suggestions to printers. Write to-day.

The Central Ohio Paper Company
74 Gay Street, Columbus, Ohio



Latham Machinery Co.

Line of

MONITOR 20th CENTURY
WIRE STITCHER
No. 000—Capacity, ‡ inch to 2 inches.
The Thickest Stitch in the World.



Monitor Punching Machines

Monitor

MONITOR 20th CENTURY
WIRE STITCHER
No. 00—Capacity, 2 sheets to 1% inches.
No. 0 —Capacity, 1 inch to 1% inches.



Monitor Paging and Numbering Machines

Wire

MONITOR 20th CENTURY WIRE STITCHER

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Stitchers

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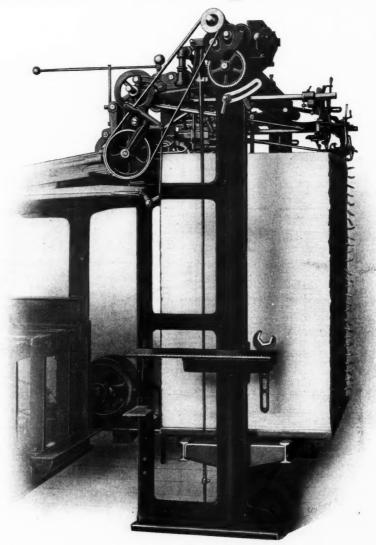
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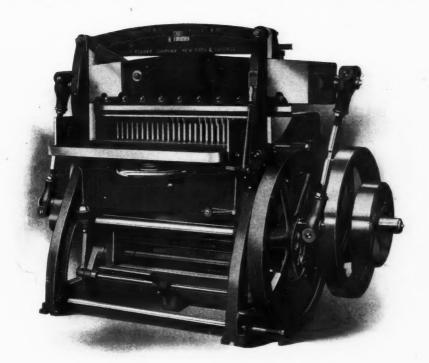
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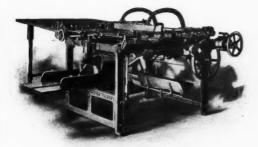
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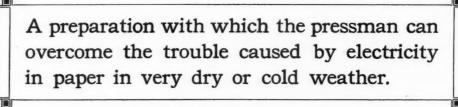
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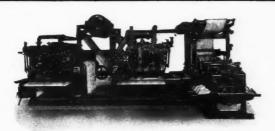
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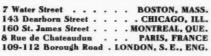
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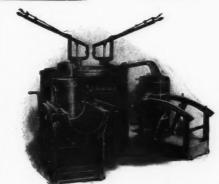
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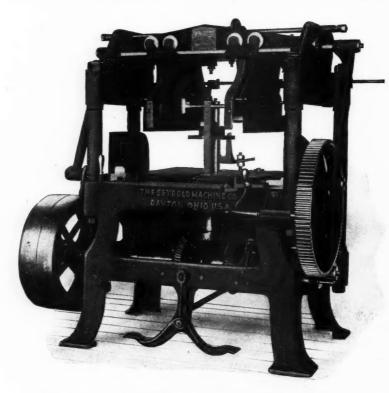




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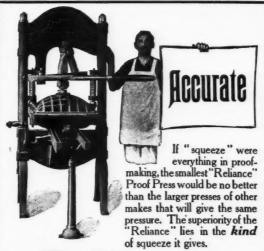
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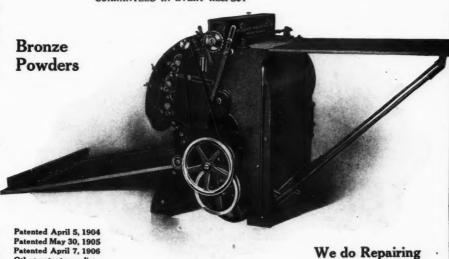
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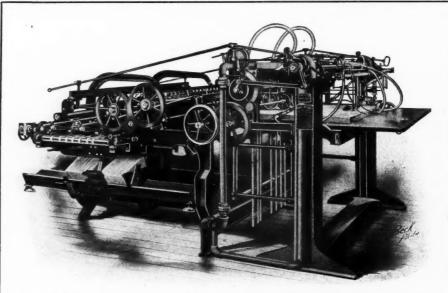


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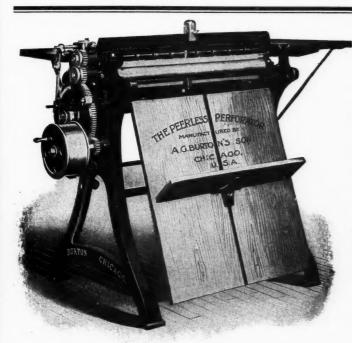
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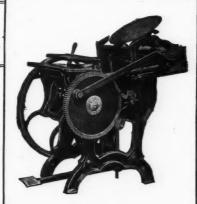
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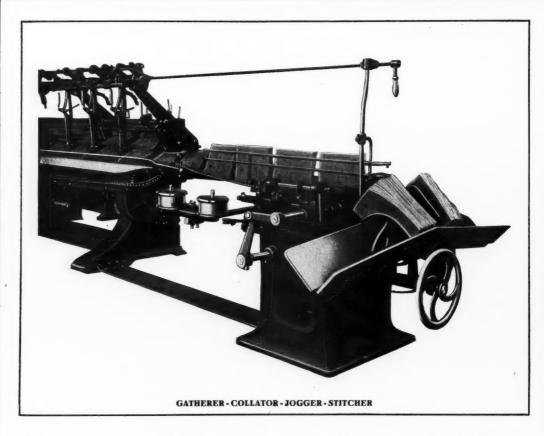
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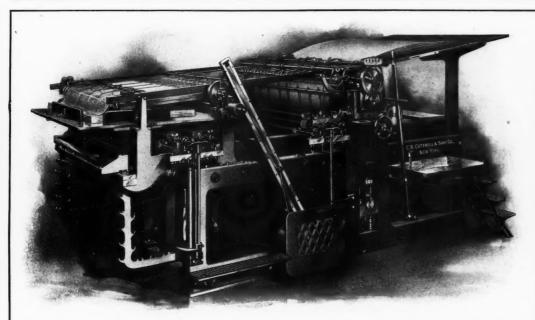
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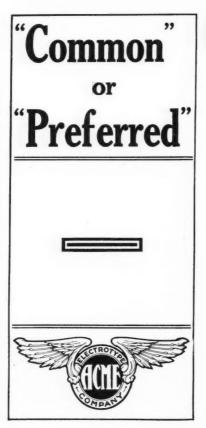
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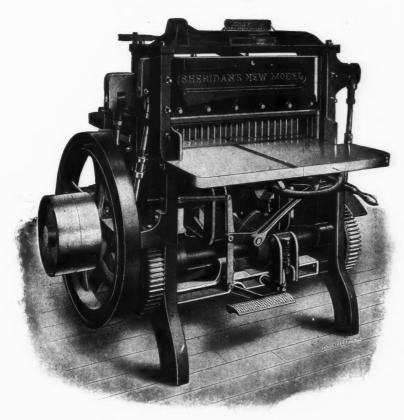
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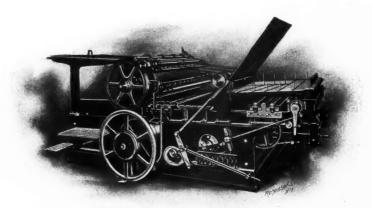
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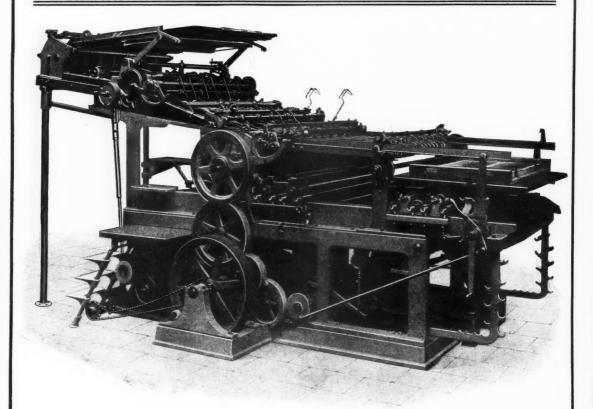
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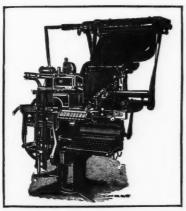
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Attachment

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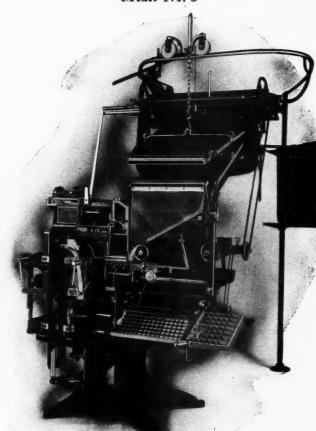
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Entirely
Different
Faces can be
Substituted
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those in
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In the Double Magazine Machine, Model No. 6, the spacing of the Magazine Entrance has been altered so as to allow space proportionate to the thickness of each individual matrix and yet retain sufficient clearance on each side of the matrix as it drops from the distributor bar. This unequal spacing of the Magazine Entrances necessarily requires that the distributor bar, and also the grooves in the magazine, be cut with corresponding variations. The Front Guides on the Assembler Entrance have been located to suit. The great advantages of this unevenly spaced Distributor Entrance are so apparent that it is needless to do more than draw attention to them—practical men can appreciate them at a glance. The chances of a distributor stopping are reduced to a minimum and the life of the matrices is considerably lengthened, as this new distributing mechanism allows for much more wear of the combinations. The screws and other parts of the distributor and magazine remain as before.

No other Linotypes have the Unevenly Spaced Distributor Bar and Unevenly Spaced Magazine

Entrances.

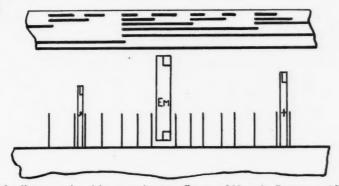


ILLUSTRATION No. 1—Shows a section of the new style unequally spaced Magazine Entrances and Distributor Bar allowing proportionate width for the different sized matrices—as, for instance, a large space for the thick "em," a small but quite wide enough space for the narrow "comma."

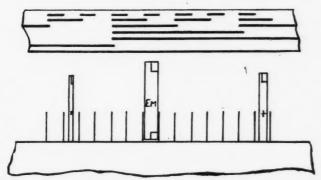
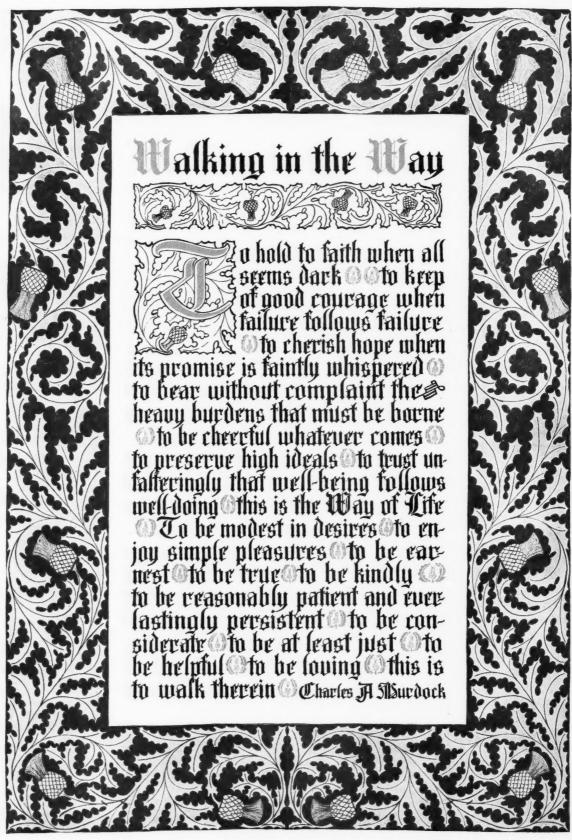


ILLUSTRATION No. 2—Shows a section of the old style equally spaced Magazine Entrances and Distributor Bar where all matrices, whether thick or thin, have to drop through the same sized entrances, as used by all other manufacturers of Linotype machines.

CANADIAN-AMERICAN LINOTYPE CORPORATION, Limited

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The Inland Printer

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PRINTING TRADE PERSONALITIES.

BY A. H. MC QUILKIN.

NO. 1.— CHARLES A. MURDOCK.



ULOGY without discrimination is the amiable weakness of biographical literature in the printing trades. It is somewhat difficult for writers on such themes to avoid the accusation in many instances, for they usually find that the errors of their subject have been made not out of intention, but out of effort

toward the right. "As a man thinks in his heart, so is he," is the Scripture truth, and it is true that "a man's motives can not be long concealed." There is also an indefinite something in the quality of the expression of his principles that rings true or false as he is sincere or the reverse — and so that which he thinks in his heart is declared to the discriminating mind, let his words be what they may. The geniality that is the expression of a good heart is a geniality that wins regard. The value is there. The sentiment which adorns the page opposite hereto could not have been composed and written by any other than a man whose mind was filled with the aspiration of the theme. And when a long and useful life in an arduous and exacting vocation is crowned with honors and the esteem of men in every walk of life, we may well consider the worth of its guiding principle.

Mr. Charles A. Murdock, of San Francisco, does not need an introduction to the printing trades. His name is well known. But as president of the new Franklin Printing Trades Association of San Francisco, which introduces not a new principle but a much neglected one, for the

protection of the trade, his history is valuable for its instructive lessons as well as for the fact that his experience of all kinds of employing printers' organizations has led him to an acceptance of the principles of Arthur J. Balfour, ex-premier of Great Britain, who said: "The quarrels of men are not due to the fact that mankind are bad, but to the fact that mankind are ignorant, and the more you can encourage mutual knowledge of each other's affairs by those who have to guide the enterprise and the workmen on whom they depend for carrying out their plans - the more you bring those two classes together, and especially the more you make the workmen understand the difficulties of the employer - I am certain you will produce a class of men in this country who are fitted to deal with all questions, be they industrial or political or social, who do not exist at the present time."

Charles A. Murdock, of San Francisco, is incidentally a printer. Like many other American boys, he had no special training for anything. Born in Massachusetts, he enjoyed good school advantages till his fourteenth year, when, with his mother and younger brother and sister, he went to California to join his father, an Argonaut, who had planned to make his fortune and return in two years, but at the end of six concluded to send for his family that they might join in the pursuit. While the end sought was never fully reached, the years were happy and not wholly fruitless. To the son the schooling of experience in varied duties took the place of book-lessons. He was his father's helper in general on the farm, trading, in the postoffice, logging, or whatever offered. He studied a little, helped start a town

library, debated, danced, sang in the church choir and grew up in a normal and commonplace manner.

When he was twenty-two years of age he was appointed by President Lincoln Register of the Land Office for the Humboldt District — where he lived. The honor was great, but the emoluments were small — the salary being but \$500 per annum and fees. Sales being few, fees were attenuated, and the shrinkage in greenbacks in the early sixties enforced a speedy resignation. After a brief period of service as clerk in the quartermaster's department, young Murdock followed the family to San Francisco, and for fortyfour years he has grown up with the town. Successively clerk in the Indian department, bookkeeper to a stock broker and a bond and money broker, he found himself, in 1867, for the first and only time in his life, out of a job and ready for anything that meant work. A friend had loaned some money to the printing firm of M. D. Carr & Co. and began to fear he might not get it. He offered Murdock a chance to recover it and he accepted the bookkeeper's position with the firm on a small salary. He found the business congenial and concluded to stay by it. He rescued the money, got an option of partnership, borrowed money at one per cent a month and bought out his partner, the firm becoming C. A. Murdock Company, later incorporated under the same name, and the business has slowly but steadily grown.

The lack of special technical training and an indisposition to give up everything else for business success has militated against marked achievement. From the first the policy of the house has been to avoid importunity, or price-cutting, but let good work and fair dealings bring what gain they would. More pushing would have brought larger results; more concentration would have made success more conspicuous, but standing rather than size has been the aim, and moderate growth has brought content.

The Murdock Press is one of those conservative, happy-family shops, where those who came as boys are now bald-headed foremen. Good will is manifest. At one time, years ago, there was a general strike, but every man shook hands with the boss as he took his leave. When it was over, they all seemed glad to get back. There is a loyalty and regard that is worth much and when extra service is required it is not wanting.

The work of the shop is distinguished by severe simplicity and general good taste. The office style has never run to gingerbread and freaks. It was one of the first offices to adopt uniform series on a title-page or on a job, the prevalent practice being the more faces that could be displayed, the better. Years ago, before the Caxton became popular, a full-series of old style

was imported from Philadelphia—cast from molds a hundred and seventy-five years old, and it was consistently stuck to. It is the boast of the shop that no Ronaldson old style ever decorated it. Murdock said, when he saw its insulting lines, that any man who would use it would eat pie with a knife. Bookwork is the specialty of the shop, though catalogue-work forms a close second, and eight publications are on its list.

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Its loss by the fire was complete, but its new plant is better than its old one, and its business has been more than regained — its last year's business being the largest in its history.

As has been intimated, the interest of its president has not been confined to business. He has always been active in church and philanthropic work, and has accepted considerable unsought public service. During these years he has served one term in the State Legislature, three years on the Board of Education, one year as a Civil Service Commissioner. He was chosen by Mayor Taylor as one of the famous appointed board that filled the places of the turned-out supervisors, and at the following election he was continued in the office for a two-year term. He is president of the Pacific Manifolding Book Company, vicepresident of the Associated Charities, and of the Boys' and Girls' Aid Society, a director in several other societies, and is editor of the Pacific Unitarian - a position he has filled without compensation for seventeen years. He is assisted in his business by Mr. Ralph Kirkhaur Blair, a young man who is developing a warm interest and promises to be a valuable helper and a worthy suc-

A word or two regarding the Franklin Printing Trades Association, which we have referred to: It has established an advisory council. The composition of this council includes supply men, employing printers and employees. Three from each interest was considered about right, and so the council consists of nine. There is no merging of the organiza-They all remain intact and absolutely autonomous. Each interest simply sends a deputation to meet with a deputation from each of the other interests. Each deputation brings back to its parent body a report of what happened or what was reported at the conference, with such recommendations as it may see fit to offer. There are no contracts, no stipulations, no writings exchanged between the several interests. The true welfare of the trade disclosed under fair and candid discussion is considered sufficient to induce every interest to do that which is best for itself and if best for itself it must be best for the trade.

Reports of cutting prices or other usages prejudicial to the trade submitted to this council will have a pronounced effect on the credit of the firm or firms found guilty of the charges preferred. The operations of such a council must inevitably affect all printers whether they are members of the association or not. Credit is established as much on business practices as on any other consideration, more so perhaps. And authenticated reports of bad business practices made to such a council will not only have a moral, but a very practical result. If a supply house is so involved as to continue to extend credit it will do so in the face of the fact that it is virtually assuming the customer's possible losses, and is in a sense his partner in business. Printers do not care to deal with com-

petitors under such conditions. If a printer persists in price-cutting and is secure in his own resources, it is evident that printers brought in competition with him will see to it that he gets sufficient a musement at cut prices until he realizes his folly.

The united effort of the Franklin Printing Trades Association was directed toward ascertaining the quantity and the description of all the printing and lithographic work being sent out of the city. A circular was issued to the trade reading as follows:

An increase in the volume of printing means an improvement in trade conditions.

Temporary office, Franklin Printing Trades Association, 343 Front street, San Francisco.

It is generally conceded that a large amount of orders for printing, lithographing, and products of the allied trades is sent out of our Western cities for manufacture, to the detriment of employer, employee, and supply dealer.

It is believed that a large part of this work, which rightfully belongs here, can be produced as economically on this coast as elsewhere.

For the purpose of ascertaining the volume and character of this work, etc., the Franklin Printing Trades Association asks your coöperation by filling out and returning this blank at your earliest opportunity. When all the reports have been received and the information tabulated, measures will be adopted for diverting the work to home institutions.

Name of customer, ———; customer's address, ———; character of work, ————; quantity orders, ————; pur-

chases from, ——; address, ——; price, ——; remarks, ——.

Kindly fill out this blank and return to Franklin Printing Trades Association, 343 Front street, San Francisco, California.

The collection of statistics of the trade shows a determination on the part of the association to do constructive work on a thoroughly ethical basis. It is a foregone conclusion that a healthy development of the trade must follow when all the interests involved in it are working with sincerity for the creation of better conditions, and the result of

> the efforts of the San Francisco printers will be watched with particular interest.



CHARLES A. MURDOCK.

NEWSPAPERS MUST RAISE PRICE OR REDUCE SIZE.

James Schermerhorn, publisher and general manager of the Detroit (Mich.) Times, the other day declared that it was his opinion that the present 1-cent newspapers will have to eventually increase their price or reduce their size.

"Newspapers give too much for the money,' said Mr. Schermerhorn. "An economy in the use of white paper might work out a blessing. Newspapers nowadays are being printed by the pound. This bulkiness leads not only to loose editorial methods, but is a tremendous extravagance. Publishers should get a price that comports more with the cost of the product instead of imposing on the advertiser an undue proportion of the burden of newspaper making.

"In my opinion an in-

crease in the price of 1-cent newspapers is inevitable, especially in the case of the more pretentious of the kind. The proprietors will have to look at the straightaway business phase of the matter instead of disposing of the product below the cost of producing.

"Owing to the heavy cost of getting out a paper, a certain amount of carelessness, or at least a lack of discrimination, has been allowed to creep into the advertising department of many newspapers, which publish advertisements that are palpably fraudulent or 'fakey.' This has arisen from the necessity of carrying a large amount of such business to make up for the deficit in the circulation end of the business. Increasing the price of the newspaper would put the paper in a position to refuse undesirable advertisements, from which the public should be protected." — The Fourth Estate.

Written for THE INLAND PRINTER

"WILL A COST SYSTEM RAISE PRICES?" *

BY WILLIAM F. WHITMAN.



the maintenance of a cost system by printers would raise prices, none would be without such a system if he believed that would be the result, provided he had the ability to make use of it and it were obtainable from any source. Likewise, if a cost system would not

raise prices, it would not be wanted by any one. Parenthetically, the need and the justice of getting higher prices for printing need not be discussed.

The various printers' clubs and associations have from time immemorial brought before their members subjects of much interest and thoroughly worthy of fullest consideration, but no method as yet has been discovered by which the results of these discussions could be chronicled in permanent form for common distribution, or put in such shape as to be accessible or referred to, either by contemporaneous printers or those who came after. Therefore, the good that ought to come from these discussions practically perishes and is forgotten almost as soon as given utterance. The subject now under discussion, cost keeping, is one that will yield visible and actual results, and its employment becomes a permanent asset which can be handed down to others. Its value, and it has a value, is enhanced by this attribute and should awaken the greatest interest.

It would not be difficult to guess that the speaker would reply in the affirmative as to cost keeping raising prices. Does not the evidence favor this view when we look about us for the practice of the most successful printers? Do we not find that those whose knowledge of costs is best developed are almost invariably the most successful, and that their success seems to be somewhat proportionate to that knowledge?

For purposes of discussion this subject divides itself naturally into three headings:

First, What is a cost system?

Second, What are some of the imaginary stumbling-blocks to the adoption of a cost system?

Third, Will a cost system raise prices, and for what reasons?

First. What is a Cost System? A cost system is a plan by which accurate bookkeeping and labor are considered jointly; it is a system by which the cost per hour is learned in any department desired. The proposition is really a simple one, and can easily be attained by the most inexperienced. The first thing is to determine in what departments it is wished to ascertain the cost, then let all expenses fall under these departments,

Second. Stumbling-blocks. That there are many stumbling-blocks, real or fancied in our minds, is evidenced, else we would more of us be using a cost system to-day. Some eleven reasons occur to me at present, which I outline as follows:

1. The first and, perhaps, commonest deterrent, comes from conceit in the mind of the printer - the belief that he already knows all that needs to be known of costs, and that this knowledge can not be increased. This conceit is possessed alike by the large and the small printer, the size of one's business having nothing to do with it. Some of the very oldest printers and those longest in business have the greatest needs and the greatest ignorance of those needs. They are resting so implicitly on what they believe to be their knowledge of the printing business, and are so engrossed in the affairs and details that claim their time, that they are not alive to anything outside of their own conceits. They have disdain for any other person's opinion. They honestly believe that the printer doesn't live who can tell them anything, and would be ashamed and are not big enough to acknowledge such a thing, even if they did happen to see just a little of the truth. There is much more hope for the open-minded man, even though he has less to start with in the way of experience and information, than for one whose mind is closed to all suggestion. For the latter there is little chance for redemption, and the sooner he is replaced by his successors the better for the printing trade.

2. Many think the cost of keeping a system too great, but the expense is trivial, as has been shown practically in various establishments. One clerk can do all this work for a large-sized establishment, and in the smaller ones the work can be combined with other duties.

3. Some say, "What is the use of keeping costs as long as I am making money without doing so?" The only answer to this is that while you may be making money, you will make still more by keeping a system.

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charging to each what fairly seems to be right, but excluding no expense of any kind under any circumstances. If the expense does not seem to belong to any particular department, charge such to "Office" or "General Expense," and then distribute this total to all departments, on such a basis or percentage plan as the amount of pay-roll in each department. You thus get the exact cost of running each department for the month. These various sums divided by the total number of hours charged out, or, in other words, the number of hours which you have recorded during the month on your job tickets against the various jobs in process, both billed out and not billed out, will give you the exact cost per hour in each department. This result is as true as mathematics itself and as dependable.

^{*}From notes of an address made before the Ben Franklin Club of Chicago.

4. Undoubtedly many are deterred because they do not wish to make the effort. It is so much easier to go on in the same old way. All of us know how easy it is to drift, and a new thing strikes us as something unpleasant, involving, as it must necessarily, added effort and new thought. Now as ever, the only way to get a good thing is to work for it, and there seems to be a sort of recompense that justly deals out to us the best things for the most effort. To shake off inertness and indifference, and be up and doing, is the cure.

5. Some think and say that to know costs,

and, therefore, to appreciate how much more it costs to produce work than has been formerly imagined, would be a means of losing business. Yes, it would be a means of losing business, and business that you ought to lose and would be better off to lose: business that you are selling now at less than it is costing you to produce it. fear that if you lose the business you would get nothing to take its place, but you would. All the printing that is now being done would be done just the same.

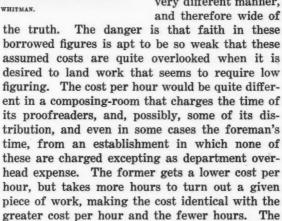
6. Another reason why cost systems are less prevalent, is the fact that so large a percentage of the shops is owned by men who have graduated as workmen from a mechanical department,

who, perhaps, were most expert workmen, but thoroughly inexperienced in business ways, and at sea in the management of office affairs and system. With them bookkeeping is distasteful, and is practiced only to the extent that absolute necessity demands. They imagine the cost to be pretty close to the actual wages paid. For instance, if one pays a compositor 40 cents an hour, he is apt to think that about 10 cents more will cover all overhead charges. How far this is from actual fact is happily becoming better known by even the most misguided, and as it is very hard to break away from old traditions and habits of thought, reformation comes slowly and painfully.

7. A popular method, and one much indulged, is to cast up costs from the books as occasion seems to demand. This method many capable printers believe to be amply sufficient. No doubt sometimes the figures arrived at are quite accurate, but they are more often misleading. In the first place, it takes a most excellent method of bookkeeping, and one that lends itself to this end, that will make it at all possible to arrive at figures even approximately reliable. The tendency is to leave out some of the items of expense as being unusual, and therefore not to be applied against the costs. This

system pursued far enough would make a farce of the whole thing. It is fair to say that everything is an expense that has not added to the assets. Rather than this vague and inaccurate method, why not employ a perennial cost system which, once perfected, goes on forever?

8. Some printers think they can save the cost of keeping a system by ascertaining from those who do keep one what the average costs are in the various departments, and applying these costs to their own business. This plan has some merit, it is true, but is quite apt to be inapplicable in that the costs in that particular shop may have been arrived at in a very different manner,





WILLIAM P. WHITMAN.

only safe plan is for each plant to find its own costs.

9. A widespread and general ignorance concerning costs even in high places, where we have a right to expect a better knowledge, sometimes confronts us. In the Government Printing Office at Washington all they know of cost is what others tell them, and their estimate of the value of the composition hour is what printers in the large cities in the East charge their customers.

10. Those on the outside are apt to criticize cost keepers for figuring very low at times, accusing them mentally of keeping bad faith, not practicing what they preach, and getting no real benefit from learning the costs for which they have been spending their money. It is not fair to make such criticisms. Cost keepers are doing the best they can, and they do not pretend to be perfect, nor that they are immune from the mistakes and some of the weaknesses of their fellows. They do claim, however, that they have made improvement in their methods, and are constantly struggling for betterment.

Then there is the astute and clever printer who believes himself smarter than his competitors. He thinks he can run his shop more economically than others, that his management is better, that he can turn out a job at much less cost. He even tells people from whom he is endeavoring to wrest trade that he has schemes and economies that are peculiar to himself alone, and the prices he makes are quite convincing. The fact is that the costs of production vary but little between one shop and another, but such a man's adamant conceit could not be dented with a pickaxe. Coupled with this thought there is apt to be cunning and craftiness, and the desire to drive labor and hound it beyond endurance in the mad desire for self gain. Fortunately, these purposes thwart themselves in instilling disloyalty in the employee, and the reward for decency and honor and fair treatment reverts to where it belongs.

The above outlines some of the stumblingblocks that prevent printers from installing a cost system, leaving us to consider the last division of this subject, namely:

Third. Will a Cost System Raise Prices? After you have completed and quite perfected your cost system, you will produce a ticket for each job charged out, having parallel columns — one giving the costs of production in each department, and the other the amounts you get. When you have your costs staring you in the face, and have confidence that you have produced them correctly and in a mathematical way, will you dare or wish to sell at less than that cost? You know beyond the shadow of a doubt that selling every job below cost will surely result in failure. You will drop work done at under cost as soon as you are able, or you

will raise the price. If you have been making money, and still find that you have been billing out some work at less than cost, there is only one conclusion, and that is that other customers have been carrying the burden. Perhaps some of them are being charged more than is right, and in all fairness some concession should be made and the burden more equably distributed. There is less danger of overcharging than otherwise, and your gain is not apt to be jeopardized. Knowing your cost surely results in better prices.

The history of failures in the printing business, and the very meager profits that notoriously go with it, are clearly indicative of general low prices, a large percentage of which must be below the cost of production. It is probably no exaggeration to say that fifty per cent of all the printing turned out is done at less than cost, much of it at three-quarters its cost, and some at even half its cost, and worse! And that, too, without necessarily making a mistake in figuring the paper stock. The craft of the whole country is alive to the necessity for better prices, and the surest and best way to obtain them is through an intelligent process of determining costs.

Work that is given without previous estimates is apt to be billed out at too low a figure if you believe your costs less than they really are. On this point alone you may gain considerable, as it is legitimate and just that at least some profit be made on all work, and you are doing your customer no injustice in charging a profit even though your neighbor does not pursue such a course himself. Neither will you overcharge him for like reason.

Extras and alterations are often passed over without charge, or the charges are modified upon complaint of the customer, but your defense can be given with better heart and firmer belief with a true knowledge of costs to back you up. This statement is made on the assumption that costs have been generally underestimated, and that the printer has believed his charges higher than they really were. It is much easier to charge and succeed in collecting \$1.01 for a thing you are positive cost you \$1, than to obtain that amount if you believe it cost you only 90 cents.

Printers estimates show a variation (when the item of paper is eliminated) often amounting to one hundred per cent. It is really surprising that the difference is not greater. In the matter of cost alone there is a variance in opinion of over one hundred per cent, and for the time estimated to produce work there is an opportunity for still greater difference. One will declare that a page can be set in one hour, another is sure it can not be set in less than two hours, and each will figure accordingly. Perhaps the printer who figures he can set the page in one hour believes that hour worth 60 cents, and the printer who figures the

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page at two hours that it costs him \$1.20 an hour. The first man therefore has figured 60 cents for the job and the other has figured \$2.40, making a difference of four hundred per cent. This same thing can be carried through practically all the departments, the pressroom, however, giving chance for less variation than the composing-room, but still easily running to one hundred per cent. The ink proposition is one of the worst. Without

records to guide, many jobs of presswork are sold at even less than the cost of the ink. You have heard a Ben Franklin Club member state that folding machines would produce four thousand sheets per hour. This deluded mortal probably believes, in the absence of actual records, that thirtytwo thousand folded sheets are produced in eight hours. Cost records will gradually show up the errors of these ways, and change the hopeful guess to a more correct estimate. Much needs to be known of the cost of stonework, which has generally been given away. Some jobs cost as much to lock up as they do to print.

Capitulation: Keeping costs will not only raise prices, but will show the way to better shop practices and methods, and is thoroughly educational

and worth the trouble for the latter quality alone. A cost system is the surest way of bringing printers closer together in a more consistent method of figuring. It is easier to get information on this subject now than it used to be. Little was known of costs until recently, and it is doubtful if there were a dozen printing-offices in the country that really practiced cost keeping and which could have made a physical exhibit until the past year. The Ben Franklin Club of Chicago is doing much philanthropic work educationally, and

it is a wise printer who will avail himself of his opportunities. He has but to stretch forth his hand to appropriate these good things, which are the result of the united experiences of the best printers, without any cost whatever to himself, and without taking chances upon his own experience teaching him anything along this line. All that is required is to consider these questions with a mind void of prejudice and the progress of the

craft will be assured, for no man will willingly give his substance away.

HONESTY BASIC REQUIREMENT OF TRADE AGREEMENTS. "To my mind, there

is no question of the great value of the trade agreement in establishing stable conditions in any industry," said President Lynch in an address before the National Civic Federation. "I know that it has accomplished this in our branch of the printing industry, and our example in supporting and formulating such agreements has been followed by the other four international unions in the printing industry. But as in all other relations between individuals, associations or combinations, honesty of purpose is the basic requirement. If. after the trade agreement in its verbal or written form is entered into, either party to the compact resorts to technicalities or subterfuges or strained construction of the contract provisions, in order to gain an advantage, then friction, distrust and warfare ensue, and the trade agree-

sue, and the trade agreement is broken and cast aside. Our experience has demonstrated that machinery must be provided for the adjustment of disputes that arise under the verbal or written agreements, and that when this machinery is put into motion its verdicts must be faithfully adhered to by both parties; both the letter and the spirit of the written agreement must be abided by in order that the best results may follow. With this idea permeating both parties to the written or verbal contract, industrial peace ensues, and there is gradually built up a feeling of confidence and trust which leads to improvement, better development, and more permanent and mutually beneficial relations in the industrial field."



Illustration by Aleardo Terzi. From Il Risorgimento Grafico.

Written for THE INLAND PRINTER

AT THE CROSSROADS.

BY S. ROLAND HALL



HAT'S the trouble, Evans?" said the society editor, as he caught up with the new man and walked out of the building with him; "you're looking glum. Come on and eat with me to-night."

Evans had not liked the society editor. He despised superficiality,

and he had not come to know that the real man under the society editor's cloak of superficiality was a very different one.

He had kept much to himself since the coveted place on the staff of the Daily News had been secured. Discouragements had been fought and sore trials overcome without talking to any one about them. Yet, after six weeks, though he had known when he came that a hard struggle was before him, he felt anything but bright over the prospect.

As assistant editor of the Hanesville Courier he had been a success. He had done good work as a space-writer for several large dailies and that had stirred within him the ambition that finally put him on the staff of the Daily News.

But he had found the great city as a field of labor lacked many of the attractive features he had found in it when visiting. There seemed now to be little except relentless grind, hurry, selfishness and insincerity.

That night he talked freely to this man — the one he had thought he liked least among all those he had met among his coworkers. And he did it with the encouragement of only a few wordswords that showed that the society editor under the shell that his long newspaper life in a great city had made hard, was just as human as people in Hanesville.

"My boy," said the society editor, when they had finished eating and Evans had finished talking, "I think I know what is troubling you most. You are wondering whether you would be better off to go back to your old work. I have been through the same experience. I started on a small paper something like the one you worked on, and I thought I ought to get on the biggest thing in the country. I have been in the thickest of the fight for twenty-two years now. They say I am the best society writer in the city. Maybe I am. But there have been times when the whirl has been almost more than I could stand. Many a night I have gone home and said to my wife — 'talk to me, talk to me about anything; don't let me think.' And if I had allowed myself to think much at those times I would have gone down and out very quickly.

".I have worked day and night, sacrificed comforts, pleasures and principles.

"Soon after I came here I had a chance to buy that paper that I first worked on, a nice little paper it was, in a pretty town of ten thousand. I could have been a prominent, respected man in that I could have had real neighbors and town. friends, a house with trees in the yard, and a garden and some chickens, maybe. I could have run a paper like I wanted to and put my best thought into it instead of writing the stuff that is demanded of me here. I would not have earned half as much as I get here, but perhaps it would have gone just as far.

"Well, I didn't do it, and somehow when a man has worked in this business a dozen years, he feels something like the fellow that stayed in jail ten years and then got out - he preferred the jail to all other places. We can get used to almost anything, you know, and after a while this furious pace — this fickle, exciting life gets to be the only thing that satisfies.

"If I had it to do all over again perhaps I would choose the other way. I don't know. It is a thing that every man has to decide for himself." He leaned back, and for a while neither said any-

"I thank you for talking to me the way you have," said the young reporter, finally, " and since our first experiences have been something alike, here's a letter that I want you to see." He handed the editor a letter written on the stationery of the Hanesville Courier, which read:

"If, as you say, you are inclined to believe that life for you would be brighter and better with the Courier than where you are now, I would be willing to do as you suggest — sell you a half interest in the paper on terms that you could easily meet, that is -

"Well," said the society man, looking quickly at Evans, "what are you going to do?"

"This," replied the reporter. He drew a pen from his pocket, wrote across the bottom of the letter, "I accept your offer," and signed his name.

AN IMPORTANT OMISSION.

A Wisconsin editor was visiting in Chicago and decided to buy a new Panama hat. Going into a store, he asked the price of one that looked good to him.

The clerk replied, "Fifteen dollars."

Whereat the editor asked, "Where are the holes?"

The clerk appeared bewildered for a moment, but managed to ask, "What holes?'

The editor replied, "The holes for the ears of the ass that would pay fifteen dollars for a hat like that."-Impressions.

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[&]quot;Where are those oysters, waiter?"

[&]quot;In a minute, sir; the house doctor is examining them." - Journal Amusant.

Written for THE INLAND PRINTER.

HISTORY OF PAPER.

NO. VII .- BY LILIAN I. HARRIS.

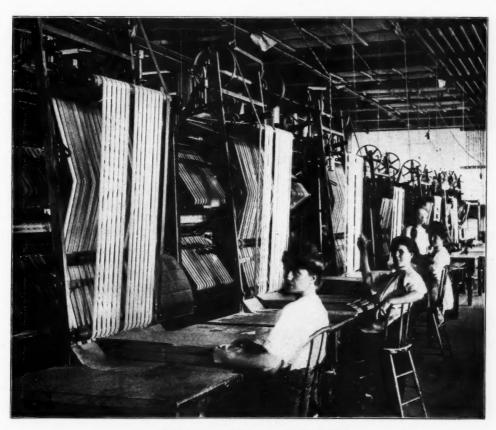
LOFT-DRIED PAPER.



HE water-marks which are produced in paper by the use of the dandy roll, described in the February INLAND PRINTER, date back to 1330 and played important parts in many transactions. To-day they are used to make more prominent the manufacturer's name, as the Crane Paper

Company uses a crane on all of their output, while in the early days the coat-of-arms of a family, or of a king was very often seen. When King Charles I. was beheaded, in 1646, his coat-of-arms was general process is followed as in all others, excepting the slight changes from the regular procedure that secure the many different finishes. Much deckle-edge paper is used at present for the making of books and for writing-papers. That edge is made by crushing and thinning the pulp, by means of a strong stream of water, as it flows out against the deckle-strap, described in a previous number, thus giving it a ragged appearance, and the edges are not trimmed as the paper leaves the machine, as is customary with other paper.

The ordinary machine-finished paper is given the polish after it passes over the many steamheated rolls at the end of the paper machine and has been thoroughly dried. It now encounters the calenders, which are smooth-faced, heavy, metal rollers attached to the machine and arranged ver-



CALENDERING MACHINE FOR PAPER IN SHEETS.

removed from the paper and the "fool's cap and bells" was substituted, and to this day that name distinguishes a certain size of paper. Queer forms, such as dishes, urns, flowers and animals were all familiar marks in those years. The water-marks figured prominently, too, in legal cases, when manuscripts and documents were proven forgeries entirely on the ground that the date which they bore did not agree with that of the water-mark.

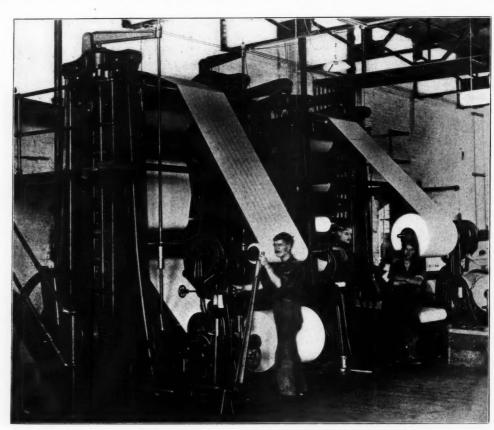
In the making of loft-dried paper, the same

tically in a stack, giving great pressure by their cumulative weight. The paper is now taken off in rolls and cut as desired, unless a finer finish is wanted, when it is supercalendered. High grades of paper, as the loft-dried and linen ledger, are treated to a process that is entirely their own.

As described in the last article, the loft-dried paper, while still on the web, is sent through a tub of sizing. This liquid has been made at the mill by extracting the gelatin from the horns, hoofs, and the clippings of animals, and to it has been added alum and soap. Clippings from the East India buffalo are used in large quantities in this country. They come in a shredded form, and are boiled in vats at a low temperature, the liquid being treated by a secret process. This sizing bath is most important and it is given much attention, for the grain of the paper depends not alone on the quality of the size, but the care with which it is applied. Unless the paper has been properly sized the ruling process is an impossible one, and when the tests are made for its erasing possibilities,

to the intense heat. They remove a half dozen sheets at a time, carefully folding them always at the same place over the end of a long pole resembling a toothless rake, so that the highest bars on the rack may easily be reached. Here the paper hangs upon the bars for a period of two weeks, while it is dried and thoroughly seasoned.

When the sheets are dry they are removed to the sorting room, where they are opened out and arranged in stacks, and then placed in large hydraulic presses, and are subjected to a weight of four hundred tons for about twelve hours, so that



CALENDERING MACHINE FOR PAPER IN THE ROLL.

signs of roughness will be detected upon the surface.

The loft-dried paper does not come from the machine, dried by the steam-heated rolls, but instead is cut while still damp from the bath received in the tub-sizing, and the sheets are carried to the loft where the drying process begins. This method of drying the stock is followed so that it may dry evenly and that the size may penetrate every particle of the paper. The loft where the sheets are next seen is built especially for this purpose, kept at a temperature of 100° to 120° F. When the carts arrive in the loft the stacks are rapidly lowered by boys clad like the "runners" of Ceylon, in as few garments as possible, owing

the fold in the sheet caused by drying over the bars may be removed. This paper has a rough finish, as it is not calendered. It is now taken to the inspection room and placed in stacks in front of girls seated at a long table, whose duty it is to inspect every sheet on both sides and hold it to the light as well, that the tiniest blemish may be detected which would warrant the throwing out of that particular piece. Not content with that inspection, the paper is now taken to the foremen, and after the superintendent has passed upon its perfection the edges are trimmed, the paper is counted out in reams, tied in packages, labeled, and is then ready for shipment.

This stock is often given a high finish by the

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sheet calenders after it has come from the loft and is to be used for ledger and fine writing paper. The sheet calenders are tall machines composed of several metal rolls placed one upon another and into which one sheet at a time is fed by the girls. The paper passes over and under the rolls until a high, smooth finish is given to it.

SUPERCALENDERING.

In order to give the paper a higher finish than that afforded by the calenders at the end of the paper machine, the great rolls of paper are taken In supercalendering the highly colored papers made from a coarse stock, and which has been kept in the engines a long time, a very heavy pressure is required to obtain the desired finish. Fifty tons pressure is not an uncommon amount to accomplish this. Another difficulty in this operation is the even heat which is required on the rolls, or a very undesirable variety of shades will be produced. Paper for magazines, illustrative works, and some print papers, on which a high finish is desired, are also glazed on the supercalenders, after having the finish imparted by the



WHERE LOFT-DRIED PAPER IS SEASONED AND DRIED.

to the supercalendering machines, which are very similar to the ones at the end of the paper machine. In finishing paper intended for magazines and illustrative work, in which the appearance may be sacrificed to its printing qualities, the paper is taken to these tall machines, composed of an odd number of metal rolls or cylinders, usually seven or nine, though sometimes eleven are used. These cylinders stand one upon another, the bottom or top rolls being heavier than those in the middle. The metal cylinders alternate with those covered with cotton or paper. As the web of the paper travels over the cylinders, the weight, together with the friction, produces a very high degree of smoothness and polish.

calenders on the Fourdrinier machine. This can never be the same as that given the paper when it is brought in contact with the alternating metal and cotton or paper rolls.

PLATE OR LINEN FINISH.

Figures of any sort are given in the plate finish by means of pressure to the high grades of paper, such as bonds and linens, where a smooth, fine surface is required. The sheets are cut and arranged in piles on the table with plates of zinc of the same size, and the piece of linen from which the pattern is to be made upon the paper. Two girls work together on this finish process. The large piece of zinc is first laid on the table, then

the linen cloth, on top of which the sheet of paper is carefully laid, then a second piece of cloth and the paper again. This operation is repeated three times, then the second piece of zinc is put on top and the package is put under a press, where huge rolls pass over and back eight times. The weight of this machine gives the finish and leaves in the paper whatever the pattern was on the cloth. This is a much more expensive finish than that of supercalendering.

CUTTING.

CUTTING

The rolls from the calender machines are taken to the cutting room in the full rolls and are cut by means of revolving disk knives, which cut the

rubber rollers go back and forth lifting one sheet at a time; they carry it over to the exact place where it enters the machine, drop it down, and return. When the sheet has been dropped by the first set of rollers, a second couple takes it in charge, shoving it on to the bed of the machine, whence it goes under the arms holding the pens, so that the lines are drawn on the paper as it passes along. After the ruling has been accomplished the sheet follows around under the machine until it reaches the stack of ruled paper, perfectly dry after its trip. The action of the machine is so perfect that an operator is unnecessary, excepting to see that the ink supply is kept even.



PLATE-FINISHING DEPARTMENT.

sheets into the required size direct from the roll of paper. As each sheet passes out onto the traveling portion of the machine, it is taken off by the girl in charge and stacked ready for inspection and later reaches the shipping department—one of the marvels of the paper mill, where thousands of board feet of lumber are annually made up into strong packing-cases for the vast output of paper.

RULING AND FOLDING.

The paper to be ruled for ledger purposes, or for the ordinary tablet or writing paper, is conveyed from the inspectors to the ruling machine, which is very human in its manner of working. The stack of paper is placed on the table of the feeder of the ruling machine. Over the stack little The folding machine is also automatic in its action and fully as wonderful as the ruling machine. The paper is fed here also by the self-feeder, which loosens the sheets one at a time and pushes them along until each is taken up by the folder. After the ruling and folding are completed, the sheets are trimmed and cut into the regulation note sizes, which is the last operation before the paper is boxed for the trade.

From the time the rags for making linen ledger paper enter a loft-dried linen ledger mill, until they appear again in the finish a product, six weeks have passed, while the cheaper grades of paper made from wood are turned out ready for use in the course of a few hours' time.

(To be continued.)

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PHOTOGRAVURE FOR ADVANCED STUDENTS.

NO. IV .- BY CHARLES E. DAWSON.

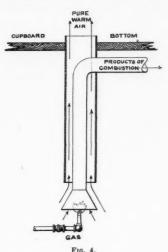
ETCHING AND FINISHING ROOMS.



E are now to consider the etching and finishing rooms, which may very well be combined. The etching bench will be at the south end (see Fig. 3), as all the light which can be gotten will be needed there; the finishing benches will be on the east side, as a steady light is desir-

able, although it should not be too strong. The darkroom will be at the north end, so that the sun will not shine on its window. This window, similarly to the one in the photo darkroom (Fig. 2), should have double sashes — in this case one will be plain ground glass and the other coated in the same manner as that of the other darkroom. A black blind also should be fitted so as to cut off all light when not needed.

The drying cupboard may be conveniently constructed by having a wooden frame built up out of a scantling about two inches by half an inch and covered over with a double thickness of black-twilled calico lining. The top will be made of boards and there will be a shelf inside, made in the form of a grating, on which to rest the glasses used for drying tissue. This grating should be fixed about six inches from the bench on which the cupboard is built, so that a tray of water may be



placed under the shelf and at the same time a free circulation of air permitted. The means of supplying heat to this cupboard will depend on the heating system used in the room. If steam is used, a small coil of pipes can be placed just under the cupboard, and a series of holes pierced through the bench to allow the hot air to rise up into the cup-

board. In this case a deep frame of wood or metal must be arranged so as to prevent stray light from obtaining access through the perforations. If gas is to be used for heating the cupboard, the best method of applying it is to have a piece of fourinch sheet iron stovepipe (Fig. 4) let into the bottom of the cupboard, and inside this have a length of two-inch stovepipe, with an elbow so placed that it comes out of the side of the large pipe some few inches below the under side of the cupboard. This small pipe will then have an extension provided to this elbow, to take the products of combustion away. Inside the lower end, the small pipe will be provided with a common gas-burner. The heat from the burner will pass up the small pipe and cause a draught of warm air in the space between it and the large pipe. This warm air will pass into the cupboard, while the products of combustion will not. A common burner is preferable to an atmospheric or Bunsen, owing to the risk of having the latter fire-back and become useless.

The graining-box and oven are at the north end of the room, in a position farthest from the work-benches, as there is liable to be some dust when the process is in operation, which would be very objectionable to the finishers. The floor at the etching end of the room should be tiled and a drain arranged at one corner under the sink. This is desirable, because acid and perchlorid will often fall on the floor and, if it is tiled, these chemicals can be easily washed away. The remaining floor space should be of hard wood and also the benches. The heater, as shown, is in the center of the room, as the hot air rising up in the faces of the workers would be very objectionable if the heater were placed under the benches. On one of the benches should be provided a large screw-press of light construction for pressing the tissue on the copper, unless the printing-room is adjacent, in which case use may be made of the press installed there for the purpose.

The next point to engage our attention will be the printing-room for printing the molds. This should be located on the north side and outside, so that the direct light from the open sky may be obtained. A light glass roof will be all that is necessary, of a size sufficient to protect the frames in wet weather. The door being next to the darkroom the frames can be conveniently handled. The large printing-frame should be arranged on a wheeled trestle in such a manner that the whole thing can be wheeled in and out, and the printing-frame should be swung on pivots so that it can be reversed while putting in the negatives. Such frames can now be obtained from the supply houses.

The pressroom may be on the same level, or above or below the working room, but it will have to be much larger, in order to take care of the

^{*} All rights reserved.

amount of work which will be turned out by the rest of the plant, owing to the fact that copperplate printing is a very slow process.

THE ELECTROTYPING-ROOM.

An electrotyping-room (Fig. 5) should be part of the establishment and it need not be larger than twelve feet by twenty. In it will be located the copper baths and the steel-facing bath. The former may be made of good, sound red pine in the manner shown in the illustration, and lined with roofing pitch, first coating the wood thickly with the pitch and then ironing some stout calico on it, after which a second coat of pitch should be given. The baths should be held together with

anode, which may fall into the bath, from making a hole in the lead or pitch and so cause a leak. A convenient size for these baths is six feet long by four feet wide and three feet deep.

The steel-facing bath should be of stoneware, glazed inside, and will be about four feet long by three feet deep and one foot wide. All the baths should be provided with three-quarter inch copper rods, which may be of stout tubing to save expense. These should be four feet six inches long for the steel bath, and four feet three inches for the copper baths.

The electrotyping-room should be provided with a deep sink, which may be made of plain

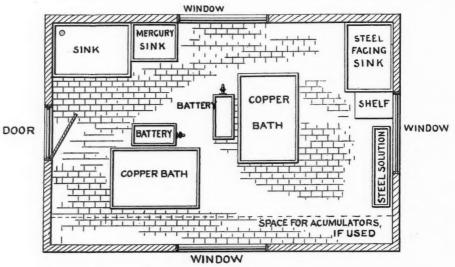


Fig. 5.— Electrotyping room.

copper bolts passing through the ends, with nuts on the outer ends of the bolts. Iron may be used, but it will have to be kept well covered with asphaltum varnish, as the acid will quickly eat it away otherwise. If the roofing pitch is too hard and brittle, it can be rendered more plastic by the addition of some Trinidad bitumen, which is very plastic. The top edge of the bath should be capped with a piece of three-quarter inch wood well varnished.

A more substantial lining, and also a very much more expensive one, is of sheet lead. If this is used it should be of good thickness — not less than ten pounds to the foot — and the corners must be burnt and not plumbed with solder, as the acid will attack the solder. The lead should be well coated with bitumen varnish, applied while the lead is heated by means of a blow-lamp. This will insure its sticking well. The top edge will have to be protected with a frame of wood, the same as when pitch is used and the bottom of the bath should have about one inch of roofing pitch flowed onto it. This is to prevent any heavy plate, or

wood, the pieces clamped together in the same manner as those used for the depositing baths. It need have no lining. The floor should be of waterproof brick or glazed tile, so that the acid spilt may be washed away and a drain should be placed under the sink, with connections. The source of the electric supply will decide the arrangement of the batteries, and this will be discussed later on, after describing the pressroom, and shown in Figs. 7 and 8.

(To be continued.)

RETIREMENT OF HENRY WATTERSON.

Henry Watterson, the veteran editor of the Louisville (Ky.) Courier-Journal, will never again appear in public. In a letter addressed to President Brown, of the Florida State Fair in progress at Tampa last week, Mr. Watterson says in part:

"The death of a dearly loved daughter, followed by the appalling tragedy which took from me a son who was the very apple of my eye, leaves me stranded and helpless and wholly unequal to any kind of publicity. Before I left home I cancelled all of my speaking dates and resolved never to again appear before any audience."—Editor and Publisher.

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Written for THE INLAND PRINTER.

EVOLUTION IN LANGUAGE.

BY F. HORACE TEALL.



HE forms of English plurals are, and have long been, established beyond any probability of change. They have not always been so, for there was a time when most of the present forms were unknown, and as a reminder of that fact we still have a few words, as brethren, oxen,

feet, mice, men, that have not changed, except that brothers is used as the common plural of brother.

We have universally accepted rules applicable to practically all English words except the few just mentioned and a few more that have been adopted from other languages; but even our simple rules are not always so thoroughly understood as they should be by everybody. For instance, at least two formerly famous grammarians give as an example of the plural possessive "miss's shoes," which should be "misses' shoes;" and Goold Brown quotes another grammarian as using Pythagoras's instead of the correct plural, Pythagorases. These, however, are but occasional errors, and not to be considered in a record of correct usage.

Our main reason for further consideration of plurals is to be found in the need of

determining, as far as we may, to what extent foreign plurals have been displaced by regular English forms. Townsend's "Art of Speech" has been quoted as asserting a law, called there "the law of analogous usage." Mr. Townsend is not alone in saying that such a law is gradually reducing certain classes of words to a regular English basis, although his is the only work in which the present writer has seen any such name of a so-called law. Many writers have ventured to introduce English plurals where none but the for-

eign ones had been used, thus evincing a desire to Anglicize at least within certain limits. How far this process has prevailed — that is, in how many instances the terms have become established in the English form — is an interesting question, to which we will revert after noting a few more general facts.

Choice of plural forms, wherever there is a legitimate occasion for choice, properly rests with the writer, not with the proofreader; and this relieves the proofreader from one item of responsibility which he is too often inclined to assume. For instance, the two plurals formulas and

formulæ are about equally established, so that neither can positively be called erroneous in any use, though the Latin form probably prevails in scientific use. The same is true of indexes and indices, fulcrums and fulcra, and some others, and in some cases where such assertion has been made the fact would be very hard to prove; e. g., vortex is said to have the two plurals vortexes and vortices, but the writer does not remember that he has ever seen vortexes in print except in a few grammar - books, and there it appeared only in lists of words that have two plurals. In all these cases the proofreader should leave the decision to the writer, and make no change. Even vortexes should stand if so written. But this does not preclude the

proofreader's privilege of suggestion, and he may properly call an author's attention to his (the proofreader's) preference if he has one, and even ask to have a change made, but should not make the change without special authorization unless such matters in general have been left to his decision.

Recent grammar-books have not said as much about plurals as some of the older ones did, and among the older ones Goold Brown's "Grammar of English Grammars" is preëminently full,

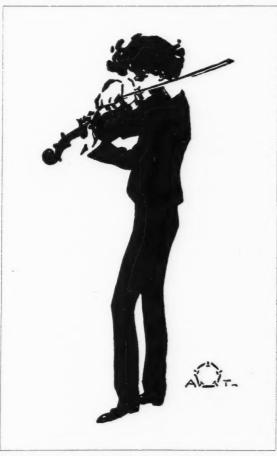


Illustration by Aleardo Terzi. From *Il Risorgimento Grafico*.

though even that work left some points unconsidered. For words unmentioned in those books the only source of recorded information is the dictionary. Just one fact is incontestably patent, which is that usage is sufficiently confused to render absolutely impossible the formulation of rules that can be analogically applied. That is, no rule can be made that will delimit any class of these words so that one may decide that, because one is spelled in a certain way, another like it is to have the same spelling. Of the words in question, a number have one spelling and another number have the other spelling, and the difference is almost always arbitrary, the exceptions being clearly foreign words. Who can tell why we should spell heroes, negroes, potatoes, but pianos, zeros, halos? But we do it, just as it was done when Goold Brown

"Though the irregular plurals of our language appear considerably numerous when brought together, they are in fact very few in comparison with the many thousands that are perfectly simple and regular. In some instances, however, usage is various in writing, though uniform in speech, an unsettlement peculiar to certain words that terminate in vowels. . . For nouns ending in open o preceded by a consonant, the regular method of forming the plural seems to be that of adding es, as in bilboes, umboes, calicoes, fumadoes [and he gives nearly thirty others]. In words of this class the e appears to be useful as a means of preserving the right sound of the o; consequently, such of them as are the most frequently used have become the most firmly fixed in this orthography. In practice, however, we find many similar nouns very frequently, if not uniformly, written with s only, as cantos, juntos, grottos, solos, quartos, octavos, duodecimos, tyros. So that even the best scholars seem to have frequently doubted which termination they ought to regard as the regular one."

Brown says much more about plurals, on pages 242 to 254 of the work named. Only enough is quoted here to show that in his day, half a century ago, no clear line of division existed between the two ways of spelling these plurals. A close inquiry will prove to any one that there is practically no difference between the usage of his time and that of the present. An interesting fact disclosed by comparison of one of Brown's forms with a dictionary record gives a key to the state of present and former usage, as being practically the same. Fumadoes is the word selected, and in the Century Dictionary are two quotations from two authors, one having fumadoes and the other fumados, thus showing that Brown's spelling is not the only one. A difference is shown also in regard to a much commoner word as recorded in different current works. All the dictionaries give mementos as

plural of memento, but T. Howard Collins, in "Author and Printer," says mementoes is the way to spell it.

It hardly seems worth while to exhibit in detail the status of choice between foreign and English plurals, especially of words originally Latin and Greek. It seems sufficient to say that research fails to corroborate the very common assertion that such words are gradually assuming the English form. Some of them are frequently so spelled, and a few are always so; but some retain the foreign form, and probably always will retain it. Two of the last are basis and crisis. Bases and crises are the plurals, and it may be doubted whether basises and crisises have ever been seriously proposed. Some dictionaries give two plurals for many words like cactus and memorandum, placing the English forms first, as cactuses or cacti, memorandums or memoranda. But as a matter of fact cacti and memoranda are much more used than the other forms, and the foreign form prevails in many other similar instances. And this is not only true now, but has long been so.

READING NEWSPAPERS.

"The perusal of newspapers can be made a much greater source of pleasure to those who now only read when they can find no other pleasures," said a Columbia lecturer on English literature recently.

"You have perhaps noticed with what keen sense of satisfaction some people read the newspaper. Do you want to know the secret of their ability to extract enjoyment in this way? Those who can so rivet their attention to the printed page are the ones who make it a point to talk about what they have read.

"That is the secret. Try it. Read something, then tell some one about it. Do this with books as well as with papers. Soon you will notice that in reading a story you fix in your mind the things you want to relate. You get the writer's point of view, then you fix upon the points he has presented.

"At the beginning your story-telling will lack the completeness of the story as written, and you will notice that your shortcomings in this direction are due to listless reading. This will correct itself just to the extent of your ambition to become a reader for all there is in reading.

"I have given this bit of advice before and have been thanked many times by those who followed my directions. Try it and mark the results."—Fourth Estate.

INVITING DISASTER.

Show me the business man who gives no thoughts to his business, who neglects his trade or technical journal, and remains in ignorance of the importance things going on in his line, and I'll show you a man who trusts somebody to do these things for him, or who will have some vain regrets when he wakes up.— Master Printer.

COMPS WANT THE FAT.

Now, if our friend "Grape Nuts" Post will only come along with a few of his spasms after the holiday season, he will help out during the dull spell after the great rush.—

Correspondent in Typographical Journal.

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A. H. McQuilkin, Editor

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ADVERTISING RATES

Furnished on application. The value of The Inland Printer as an advertising medium is unquestioned. The character of the advertisements now in its columns, and the number of them, tell the whole story. Circulation considered, it is the cheapest trade journal in the United States to advertise in. Advertisements, to insure insertion in the issue of any month, should reach this office not later than the fifteenth of the month preceding.

In order to protect the interests of purchasers, advertisers of novelties, advertising devices, and all cash-with-order goods, are required to satisfy the management of this journal of their intention to honestly fulfill the offers in their advertisements, and to that end samples of the thing or things advertised must accompany the application for advertising space.

THE INLAND PRINTER reserves the right to reject any advertisement for

Single copies may be obtained from all news-dealers and typefounders throughout the United States and Canada, and subscriptions may be made through the same agencies.

Patrons will confer a favor by sending us the names of responsible news-ders who do not keep it on sale.

FOREIGN AGENTS.

W. H. Beers, 40 St. John street, London, E. C.
JOHN HADDON & Co., Bouverie House, Salisbury square, Fleet street, London,
E. C., England.
RAITHHY, LAWRENCE & Co. (Limited), De Montfort Press, Leicester, England.
RAITHHY, LAWRENCE & Co. (Limited), Thanet House, 231 Strand, London,
W. C., England.
PENROSE & Co., 109 Farringdon Road, London, E. C., England.
G. R. McCoy & Co., 31-32 Eagle street, Holborn, London, England.
WM. DAWSON & SONS, Cannon House, Breams buildings, London, E. C.,
England. G. R. McCOY & CO., Ox Daniel Co., St. Val. M. Dawson & Sons, Cannon House, Breams buildings, Addition, England.

ALEX. Cowan & Sons, (Limited), General Agents, Melbourne, Sydney and Adelaide, Australia.

COWAN & CO., Wellington, New Zealand.

F. T. Winble & Co., 87 Clarence street, Sydney, N. S. W.

G. Hedbler, Nürnbergerstrasse 18, Leipsic, Germany.

H. Calmels, 150 Boulevard du Montparnasse, Paris, France.

John Dickinson & Co. (Limited), Capetown and Johannesburg, South Africa.

A. Oudshoodn, 179 rue de Paris, Charenton, France.

Jean Van Overstraeten, 3 rue Villa Hermosa, Brussels, Belgium.

THE unions are composed of men who look to the trade to support them. They are the crew. So the employers may be likened to captains or pilots. Suppose some of the crew want to have a boat of

EDITORIAL NOTES.

HOW to know good printing is not understood by most printers, any more than good architecture is understood by most contractors in the building trades.

An anxious inquirer wants to know why firstyear apprentices at the printing trade are called devils. Hah! If he is not really trying to make a joke, we ask him to ask the foreman.

WHEN you estimate do you aim to have a profit or merely to send in a figure the other fellow can't reach? One method is businesslike, the other savors of "spite work," which never brings adequate returns in or out of commercial life.

THE wanton mutilation of expensive volumes through sheer carelessness or thoughtlessness is a reflection on our appreciation of books and sense of duty toward our neighbor. Every time one rips out a page of a catalogue to designate the article he wishes to buy, he destroys that which cost the owner money.

PRINTERS are frightened at the multitude of detail which is given by advocates of the various plans for ascertaining cost. This is unfortunate, as the problem looks worse than it is, owing to the fact that, in order to convey a new idea to the uninformed, it is usually necessary to omit no detail and even magnify some operations which are in themselves simple.

"ARTISTIC job printing" used to be the title of imprints made from strips of brass hammered into a board. Those were the days when the founders brought out a new letter every month. and "novel and striking effects" were made from type named like parlor cars. Some say we shall return to those good old days, for fashion repeats itself. Will the taste for fancy letters ever return, and if so why?

THE article by Mr. Dippy in this issue, "Does Technical Education Pay?" should be widely read, and especially by wage-earners. He shows there are openings for the specially trained men, even in these dullish days. All can not be superintendents, and we do not advocate study solely on account of the pecuniary advantages that may accrue, but more largely because of the mental development that follows.

their own, and start pulling up the planks to make it with, to the peril of the craft, it is certainly within the rights of the rest of the crew to hold them in restraint and ask them a few questions.

WHILE the places where the art of printing is carried on have changed from scholarly surroundings to underground cellars, garrets and dilapidated outhouses, to factories of special construction, crudity and ugliness, the time has not yet arrived where the commercial value of the influence of inspiring surroundings on productivity and quality is understood. As yet, suggestions on these lines meet with neglect if not contempt.

Now that Kansas has a law imposing a fine of \$500 for each false statement made with the intention of deceiving advertisers, perhaps Oklahoma or New Zealand or some other advanced community will make wilful deception of readers an offense. The bill in question was fathered by a successful editor, which may account for his kindly interest in advertisers and his neglect of readers, whom editors too often regard as simpleminded creatures, fit only to be cozened and cajoled.

"How long should it take to set that job?" is the weary question that the employer is always asking. "Half-an-hour;" "one hour;" "about an hour and a half" are samples of the guesses of the experts, who are all laid out cold by the announcement of the time actually taken. Thereafter follows a spirited and warm-colored animadversion on the qualities of compositors in general and one in particular — while he, unconscious soul, is stringing out time in a systemless hunt under a systemless foreman for type to set that isn't there.

THE possibilities of technical education have been aptly illustrated in Washington, D. C. The Herald management imported newsboys from other cities to give the local "newsies" information about how to pick out desirable places, secure steady customers, and cry their wares effectively and with the least offense. And why not? The Washington "newsies" are simply told at the start how to do certain things efficiently, which it would otherwise take time and worry to acquire, if it ever is acquired. That is the object of education, and that it is of value to newsboys is proof it is invaluable to the mechanic and artisan.

ABRAHAM LINCOLN had humor and common sense and objectivity and, having these qualities, he based his methods of arriving at conclusions on foundation principles. What he said and what he

did loom larger and larger on the mind as their truth and fruit become better known of men. But the insensate drivel that has afflicted the country from the publishers who made stuff to sell in time for the "centennial spasm" shows that while Lincoln's worth is appreciated that appreciation has aroused the usual cuckoo cult of "me, too's," to hatch a brood of improbabilities to make into reading matter — pernicious — as all lies are.

LOOK on this picture and then on that: (a) "Dear Sir: We desire to call your attention to our complete equipment for the production of business-bringing literature. We are printers in the larger sense that we make a special study of the problems of our customers. We invite your consideration of our claims, and have confidence that given the opportunity we can demonstrate to you an exceptional commercial value in printers' ink through its understanding application." (b) "Dear Sir: We beg to call your attention to our unprecedented facilities for turning out all classes of printing. Nothing is too large for us and nothing too small. When you are in the market for printing we trust you will give us the opportunity to figure on your work, and we beg to assure you at this time that the perfection of our organization gives us opportunities to turn out work at a price that can not be duplicated elsewhere." Now, which letter pulls the hardest, a or b?

THE Government Printing Office was in the limelight recently and some statesmen, not above suspicion themselves, insinuated that the institution was a hotbed of graft, with employees of various degrees as grand and petty grafters. Elsewhere we print an article from the Washington (D. C.) Herald, which, while not conclusively clinching any argument, is interesting in that it shows what the Public Printer and his aides have to contend with. We give also a dignified statement from Mr. Donnelly, which is addressed to an inquiring representative. In commending the perusal of these articles to those interested, The INLAND PRINTER wishes to reiterate that observation of the Government office under several administrations has convinced it the chiefs are as earnest in their desire to produce results as are the employees of private concerns. When stock is taken the office is harshly criticized. The critics talk of cost of production, and freedom from paying the landlord, but are silent, however, about the manner in which Congress and a fussy President may play shuttlecock and battledore with the management. The shortcomings of the Government office are many, but, as the Herald says, "most of them can be attributed to Congress." The solons have the floor and are in the public eye,

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and it is a comparatively easy matter for them to make a scapegoat of the Public Printer or the office as a whole. The spirit of fraternity, however, should deter the craft from heeding or joining in the hue and cry till both sides have been heard.

A VALUED advertiser directs our attention to a matter which we might otherwise have overlooked, namely, that the present is his twentyfourth consecutive annual contract with THE INLAND PRINTER, and expresses doubt if any other manufacturer of pressroom or bindery machinery can show a similar record. In the midst of it and, being a part of it, we are possibly somewhat blind to, or miss the full import of the significance of, what twenty-five years of activity and striving means. For a trade paper to have lived that length of time is in itself an achievement, as we are reminded by our correspondent, who writes, "We think it speaks well not only for the longevity of THE INLAND PRINTER but also for the Brown folding machine. Both must have had real merit to be appreciated by the public for over a quarter of a century."

FOLK possessed of temporary power should learn the nice distinction between self-preservation and selfishness. Self-preservation is based upon the necessity for sustaining humanity as a whole, and selfishness means that there is greater need for sustaining my existence than the other fellow's. One way or another, this truth has been remarked ever since creation, but occasions still present themselves for impressing its force upon ourselves and other people. At this time, when the social instinct is being so widely developed among the craft that the most pessimistic and the ultra-conservative are compelled to admit we are apparently on the eve of a new era, it is well to keep in mind that those organizations which are constructive in their ideals have lived the longest. The association which aims to do the most good for the greatest number by the most direct methods will make the widest appeal; it will also grip those drawn to it most effectively. The success of every organization is dependent on a certain amount of sacrifice, and the one that fully inspires the spirit of sacrifice to the greatest extent is the one that will most surely succeed.

It is with unfeigned regret we notice that illness has compelled John W. Bramwood to tender his resignation as secretary-treasurer of the International Typographical Union. He had held office for the unprecedented period of slightly more than twelve years, holding the blue ribbon of typographical-union officialdom, and in that time many millions of dollars have passed through his

hands. He was an important factor in financing the eight-hour strike, which provoked commendation from Mr. George H. Ellis in one of his annual reports as president of the United Typothetæ. Mr. Bramwood's value to his organization at that critical time was not so much that he directed the machinery for the collection and disbursement of the immense fund, or that it was handled correctly and honestly, as that the membership had confidence in its chief fiduciary official. His other principal duties — editor of the Typographical Journal, trustee of the Union Printers' Home and a representative of the union on the national board of arbitration - were discharged to the evident satisfaction of his constituents. The former secretary-treasurer's tenure of office embraced the most important period in the history of this old organization. He handed over to his successor a much larger and more effective business machine than he took charge of in 1896. The executive council announces that First Vice-President Hays has been selected to fill the vacancy caused by Mr. Bramwood's resignation. He brings to his new position a ripened knowledge of the needs of the organization born of several years' experience as a high official in close touch with the work and needs of the secretary-treasurer's office. Those who know him do not doubt but he will prove a creditable addition to the list of officers of the International Typographical Union, which has been exceedingly fortunate in its selections during its long career.

Not infrequently is it urged against industrial education, and with a good deal of superficial force, that if all mechanics and artisans were to become proficient their earning power would not increase. In other words, if the average of ability is increased the average wage will remain the same. When read in the light of the popular conception of the operation of the law of supply and demand, this reasoning seems rational. But we know it is not so. Professor Noyes, of Columbia University, comes to the rescue of truth by stating the facts cogently and clearly in a recent educational magazine in these words: "Let all men become skilled, and all men will have greater rewards, because there will be a greater demand for the product of skilled labor and because skilled laborers have sense enough to bargain collectively. The output of the workers is not a limited amount, the production of which is to be divided only among a few; it is an amount limited only by the purchasing ability of the many, and their purchasing power in turn depends upon their skill. In other words, it is a pure assumption that if skilled labor becomes abundant it will also be cheap. Skilled labor makes its own elbowroom in the world. What is to be feared is not so much

abundance of skilled labor as of unskilled labor. To make all labor skilled would be to open the door to the solution of labor problems, for with skill there inevitably goes intelligence."

THE activity among graphic arts men in Great Britain and France is fairly exemplified in their trips abroad. Last year the Institute of Printers and Kindred Trades conducted an excursion to Paris which was pronounced successful from every aspect. The Institute is arranging for a tour of Germany during the coming summer, in which it is proposed to visit Leipsic, Dresden and Berlin. The visitors will be taken on a tour of inspection of the museums, libraries, schools and factories that have an interest for the craftsmen, and any employer or departmental manager is heartily invited to join the party. There is also in preparation an itinerary covering this country, in which about a score of French printers will participate. The most poorly developed imagination can see the wonderful educational value attaching to such trips, to say nothing of the spirit of good fellowship and camaraderie which they engender. Hundreds of American printermen do the continent in these days, but there are many, many more who have never made the venture - some because they had no set purpose in view, others for other reasons. We are among those who believe that a European trip is beneficial - it enlightens the mind and broadens the vision, for Europe is not a decadent, but is in the full bloom of matronly charms as it were - delightful to know and beautiful and interesting to look on. If British craftsmen can combine pleasure and business in excursions to Germany and France, and Frenchmen can invade the United States on a similar quest, it would seem that the more numerous American army can easily reciprocate. The man or organization that promotes a similar outing for Americans will bestow a benefit on printers and allied craftsmen.

The printing-office seems to be the training-school of the average American. By all accounts, two out of three men who are in a greater or less degree in the public eye have been polished at the case and press. Wonder has often been expressed that printers are not more prosperous. The reason may be found in these biographical sketches of celebrities who have exhausted all that is to be done in a printing-office in a few months and strolled calmly on to higher honors, leaving the bones, so to speak, to lesser intellects. Mr. William E. Curtis, of the Chicago Record-Herald, for instance, gives an interesting account of how Senator Philander Knox happened to learn the printer's trade: "While attending college I got

ahead of my classes, and at my father's suggestion went into a printing-office for a year. He had learned the printer's trade and believed if I did so I would know how to spell and punctuate and would have some knowledge about composition. I got a place on the Brownsville Clipper, a weekly paper scarcely larger than a handkerchief. I learned to set type, to write the news of the town, as well as rural editorials, and to pull the old Washington hand press. I did everything from keeping the books to sweeping the floor and washing the rollers. Only one other experience of my life was more useful to me than the year I spent on the Clipper. I am sure I could go into a printing-office to-day and set type." This is always the way. The sweeping of the floor and the writing of editorials and the pulling of the Washington hand press, keeping the books and washing the rollers, all show an earnest activity, all of one year's growth. And the rest of the force did not have to work. They went fishing — and if not fishing they were cutting bait. There are no apprentices like Philander these days.

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To LIMIT output is a more or less common device of employees with a grievance. As a matter of tactics it is seldom successful, and as a rule of action for the individual nothing could be more debilitating or demoralizing. It is refreshing to know that even those who in moments of chagrin and anger favor such a policy, are sometimes induced to see their error. A group of newspaper compositors in Chicago adversely affected by a recent decision of the arbitration board decided not to produce to their full capacity, but to set slightly more than the recognized "dead line" required. To make a test case, a foreman discharged an offender for "conduct unbecoming a union man." Considerable feeling was engendered in the composing-rooms, as many of those affected by the decision refused to cooperate with those who were working in conformance with what they called "a gentleman's agreement." The publishers were on the eve of protesting vigorously. A meeting of this union - the second largest in the country — intervened, and we have it on good authority that, without waiting for the requirements of red tape to be satisfied, there was a free discussion of the question of limiting output. It was defended, and also denounced as unfair, unmanly and immoral, appeals being made to all members to act honestly with their employers by giving them a fair day's work. Under the rules, specific and positive action was impossible -"there was nothing before the house," in a parliamentary sense. Yet one of the interested superintendents tells us that from the day of that meeting "laying down" ceased. In fact, in the

face of the flood of reasoning, argument and appeal made those in the "gentleman's agreement" decided unanimously to abandon it. When a questionable practice is given its quietus by a large union, which has a wealth of accomplishment to its credit, because it is inimical to the welfare of the workers, it should be a conclusive answer to all those who are disposed to play the game in that way. This incident has another lesson. If reports be true, the heart-to-heart talk, the frank discussion of the pros and cons of the subject, the appeal to manliness and for honesty, wrought better results than would have accrued had harsher methods been adopted. It is another victory for righteousness through the power of reason rather than through coercion and compulsion.

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COMPETITION — the erstwhile god of trade – has fallen on parlous times. For a period of fifteen months we have been suffering from a more or less serious depression - living under conditions that heretofore have witnessed declines in prices. One of the phenomena of this depression is that there have been no material reductions. Two great industries are agriculture and iron and steel. In one instance production has been greatly curtailed, but the dominant element in the trade, the so-called steel trust, has set its face against what it thinks would lead to still greater demoralization - the cutting of prices. Possibly this policy may hamper weaker competitors, and some may even be forced out of business, but not less surely than would be the case if they indulged in a war of prices. Agriculture is not a highly organized industry like steel manufacturing, and though production has reached a record mark, there has been no appreciable diminution in the price of farm products apart from the influence of trusts. This is due largely to the fact that the farmer is becoming a merchant as well as a tiller of the soil. Schools of agriculture, a fine, growing and vigorous press and organization have all tended to show agriculturists the need of getting good prices. Few urbanites are aware of the growth of organizations among the farmers. A stray news item gives us a glimpse when we are informed there is an agricultural society of two hundred thousand members in Texas. Then we recall that after years and years of struggle a combination of tobacco planters has been able to make terms with the tobacco trust, whereas not long ago the complaint was that producers of the comforting leaf were at the mercy of the wellorganized manufacturers. It would be audacious to say that competition had ceased to have a great influence in our life, or that it may not become recrudescent - but it can not be denied that the purpose which has actuated the steel men and

tobacco growers is heartily endorsed by the great mass of those who have products to sell. Comparatively few join organizations, and these have various methods of attaining their aims, from the absolutely lawless to the passive policy of standing pat and not selling goods until the desired price is obtained. The spirit permeating the organization is, however, far-reaching. The attention given to organization in the graphic arts is in reality the expression of a protest against the evils of competition. Indeed, there are associations in existence that practically eliminate competition, and which would most likely be severely denounced by the courts, which still regard unrestrained competition as being the most effective safeguard of society. Other organizations assault competition by a campaign of education intended to show the need of profits, and how to secure them. They would restrain competition - cut its claws and extract its teeth — in the interest of the general good, and in doing so are merely keeping up with the world's procession, which no longer believes that "competition is the life of trade," though a generation ago it was folly to question the correctness of that now discredited maxim. The most suggestive utterance showing to what low estate competition has fallen comes not from a reformer or doctrinaire, but from that particularly hardheaded captain of industry, Andrew Carnegie. He steps to the front with an interview, in which he says the Government will be compelled to appoint a commission for the purpose of making prices. His idea is that ruling prices are too high. Perhaps so in well-organized industries, but what will the commission do in the case of competitive industries, where much of the product is sold at about, or even less, than cost of production? Probably the majority of our readers are interested in that phase of the iron master's proposal, notwithstanding the interesting academic problem it otherwise suggests.

HOODOO KEY NUMBER,

A certain well-known publisher will not insert twentythree as a key number in any advertisement which is to appear in his paper. Here is a copy of a letter recently received from him by an advertising agency:

"I am in receipt of a letter from your order department bearing date of ———, enclosing a 100-line advertisement to be run for ————. We are very glad to do this, but we must insist upon a different key number; anything with a twenty-three attached to it is a 'hoodoo' as far as we are concerned. Last year I got an automobile license, No. 4323, and I was in trouble a greater part of the time until I had the number changed. I do not care about thirteen, as our offices were located on the thirteenth floor at one time and everything went along very smoothly.

"I want you to wire me to-morrow a new key number for this electro and we will insert it in accordance with your request."

A new number was wired .- Fourth Estate.

Written for THE INLAND PRINTER.

WHAT CANADA OWES TO FRANKLIN.

BY E. J. HATHAWAY.



HE birthday of Benjamin Franklin, January 17, is a date annually celebrated by the printing fraternity throughout the United States. Banquets are held in most of the larger cities, and addresses delivered in recognition of one who is looked upon almost as the patron

saint of the printing craft on this continent. From modest beginnings as a printers' apprentice,

he became one of the most conspicuous men of his time, winning success as a printer and publisher, and attaining a distinguished place as writer, scientist, inventor, diplomatist and statesman.

He was largely instrumental in introducing the printingpress into Canada, and he played an important part in a memorable episode in Canadian history during the period of the Revolution.

The misfortunes of the British in the valley of the Hudson were serious matters for the Canadian authorities. A strong antagonism toward the English still animated the hearts of some of the French Canadians and many of them sympathized with the United States in its revolt against Great Britain.

Boston had fallen into the hands of the Continental army, and eager eyes were now cast toward Canada, in the hope that the French might be induced to join forces with them. Troops were sent to the North. Montreal was easily taken, but the Americans were repulsed in a daring attack on Quebec, and their leader, General Montgomery, killed.

Conquest by arms, however, was not the only means adopted to win the favor of Canada. With a view to influencing the Canadians to the cause of the Revolution, Congress, in February, 1776, appointed a commission consisting of Benjamin

Franklin, Samuel Chase and Charles Carroll, to go to Montreal and open negotiations. The commissioners were authorized to receive Canada into the federation, reorganize its government, and do whatever else might be necessary to attain their object. For the expenses incidental to their end, they were granted permission to draw upon Congress to the extent of \$100,000.

In all probability the plan for the commission originated with Franklin. Some time previous to this, while acting as agent for the colonies in England, he had been consulted by one Fleury Mesplet, a printer from Lyons, who had settled in

London owing to political and commercial disturbances in France. Franklin was attracted by his republican sentiments, and, recognizing the probable advantages of securing a French printer in sympathy with the revolutionary movement, who could be sent to Canada to influence the people, he despatched him and his printing-plant to Philadelphia, with letters of introduction to the authorities. A pamphlet, printed for the Continental Congress, addressed "Aux Habitants de la Province de Quebec," written doubtless by Franklin himself and translated by Mesplet, and designed for general circulation throughout the Canadian settlements, was one of his first pub1

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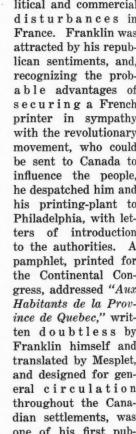
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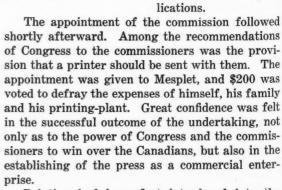
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Printing had been first introduced into the



Suggestions from Il Risorgimento Grafico.

Canadian colonies as early as 1751, by Bartholomew Green, son of the publisher of the Boston News Letter, the first newspaper in America. Owing to his death within a few months of his arrival, his place was taken by John Bushell, who in 1752 commenced the publication of the Halifax The Quebec Gazette was founded in 1764 by Messrs. Brown and Gilmore. These men came from Philadelphia, and they are said to have been backed by Franklin himself. At all events, the money for the purchase of the plant was advanced by William Dunlop, a brother-in-law to Franklin, and himself a printer in Philadelphia. The men were probably well known to Franklin, and, as he had attained considerable success in his business as a printer and newspaper publisher, and was a public man of some eminence, he no doubt had aided them in their venture in his relative's name. Both of the existing Canadian newspapers, therefore, were English publications, and the French, who were largely in the majority, had never had a press to speak in their behalf.

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Mesplet started from Philadelphia on March 18, 1776, with his belongings, loaded on five These were afterward transferred to boats for the trip up Lake Champlain and Lake George and the Richelieu river, and after a tedious trip of nearly six weeks he reached Montreal. By this time, however, the confidence of the commissioners in their mission had been shaken. The Canadians would have none of them. They were shrewd enough to compare the representations of the emissaries with the address submitted by Congress to Great Britain a short time before, in which the New Englanders complained that by the Quebec Act Roman Catholicism was established in Canada, a religion that had "drenched Great Britain in blood and disseminated impiety, bigotry, persecution, murder and rebellion, through every part of the world." They were now playing an entirely new tune, and under the blessed influence of republican liberty Roman Catholicism and Protestantism were now to dwell together in the most delightful peace and concord. With these two manifestos before them, the Canadian clergy advised their people to adhere to Great Britain, or at least to remain neutral.

This mission was Franklin's only notable diplomatic failure. The trip to Canada was a cruel task to put upon a man of seventy years of age, but he accepted the appointment, and braved the dangers of the journey. He met ice in the rivers, and suffered much from fatigue and exposure. Failure, however, was stamped on the undertaking almost from the outset. It had no possible chance of success, and he accordingly had to make his painful way homeward.

But Mesplet, whose whole capital was locked up in his printing-plant, had to remain in Montreal. He set up business as a printer and bookseller. During the first two years a number of books were issued. The first book printed in Montreal was published in 1776, for the Seminary of St. Sulpice. In addition to books of a religious character, he issued an Almanac, a tragedy, "Jonatas et David," written probably by one of the students for performance at the seminary, and the "Journal du Voyage de St. Luc," the first Canadian work of historical character.

In 1778 he began the publication of a newspaper similar to that issued at Quebec. The first number of La Gazette du Commerce et Litteraire appeared on June 3, printed altogether in French, with Valentine Jotard as editor. Mesplet, as publisher, issued a prospectus setting forth that the paper was to be a four-paged quarto, published weekly, and the subscription price was fixed at two and a half Spanish dollars a year. The paper continued publication with slight interruption, due to protests against articles reflecting on the administration or the judiciary, until June 2, 1779, when it was suppressed by order of the Governor, and the publisher and editor arrested and taken to Quebec. Mesplet remained in prison for three and a half years. He resumed the publication of the Gazette in 1785. The paper was now a four-page folio, printed in both French and English. All controversial matter was carefully avoided, and it thus escaped further molestation at the hands of the authorities. The Montreal Gazette of to-day is the direct descendant of the original publication, and is the oldest newspaper published in Canada. The Halifax Gazette afterward became a strictly Government publication, and the Quebec Gazette ceased to exist some years ago, although it lived to celebrate its one hundredth anniversary. Among its contributors were men whose names are prominent in Canadian history.

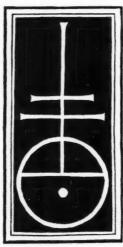
Franklin died in 1790, full of years and hon-His diplomacy in regard to the Canadian people in the strenuous years of the Revolution was doomed to failure, but he recognized the power of the printing-press as an influence in the molding of public opinion, and Canada benefited by his activity. The printing-press was unknown in the French provinces before the Conquest, but with the coming of the English there arose the necessity for a means of expression. His disinterested assistance in the founding of the Quebec Gazette, years before any thought of separation had entered the hearts of the American colonies, is deserving of all possible credit; and, although the erection of a press in Montreal was followed by results disastrous to the promoters, and unfortunate for the printer, Canada owes grateful tribute to the memory of one who in his own country was a patriot and a statesman.

THE INLAND PRINTER COVER.



HE cover on this issue of THE INLAND PRINTER, the second of a series of six designs cut on wood blocks, is a likeness of Nicholas Jenson, one of the most prominent of the early printers. A native of France, he was, in his early life, an engraver. In compliance with an

order issued by the king directing that information be secured relative to printing from movable types, Jenson was sent to Mentz in 1458, and there acquired the art. The plans for the establishment of printing in Paris not being carried out, he finally went to Venice, where, in 1471, he began printing and typefounding. His experience as an engraver proved of great value in the cutting of



DEVICE OF JENSON.

punches for typefounding, and his work in this line surpassed all previous efforts. In "The Invention of Printing" De Vinne says, "As a printer, Jenson is entitled to high praise. None of his competitors showed so much taste and skill in the details of bookmaking. It is noticeable in every feature, in the tint and texture of his paper, in the glossy blackness of his ink, in the clearness and solidity of his impression, in the uniformity of register and of color on every page. Jenson's merits were recognized by Pope Sixtus IV., who, in addition to other marks of favor, bestowed upon him the title of Count Palatine. He died in 1482. As a typefounder, printer and inkmaker, Jenson had no rival and left no proper successor."

The accompanying is a reproduction of the printer's device said to have been used by Jenson, a device beautiful in its simplicity, and one which is to-day used with slight variations in various commercial enterprises.

In connection with the statement in last month's issue that "this form of block-cutting is very simple and presents a field for the ambitious job compositor, to whose store of initial letters and decorative material not a little may be easily added," it may interest the reader to know that the heading and initial letter on the first page of the text of this number were cut on wood blocks by a printer having had no previous experience in this line.

SECOND-CLASS "PRIVILEGE" AGAIN THE SCAPEGRACE.

The Postoffice Department reports that there was a deficit in its finances of nearly seventeen millions, and, of course, the third assistant Postmaster-General attributes it to the second-class "privilege." The Postmaster-General finds in the deficit an argument for his favorite scheme for a parcels post, and says he will advise Congress that it

would tend to wipe out the deficit.

This deficit is, we much fear, always to be with us; and it will continue to be charged up to the poor publishers who "enjoy" the second-class "privilege." The Post-office Department is not intended to make money, we are told whenever the question of the deficit gets switched from the publishers. When the question of charging the service rendered the other departments of the Government, and thus freeing the Postoffice Department from the odium of the deficit, is brought up, there is great concern for the people manifested, and their right to have their mail delivered at their doors, wherever those doors may be. If the matter of the internal conduct of the Postoffice Department is raised, there is shuffling, and nothing is done, or made known.

It has many times been made known that if the Postoffice Department was run in a partially businesslike manner—as well, for instance, as the public printing-office is
run—there would be nothing in the way of a deficit to
report. But so long as it is operated to transport the
belongings of the officials, the seeds of the Agricultural
Department, the official and personal mail of all of the
departments of the Government, as well as the enormous
bulk of the supplies to the postoffices of the country, and
nothing is charged for the service, there will naturally be a
deficit.

The Postoffice Department is a puzzle to the country. It is the least businesslike of all of the department of the Government, and the reason is hard to determine, or guess. It has been very conclusively shown that its management is archaic, if nothing worse; but nothing is done, except to talk, and the talk is not of much account.

Why are not business methods employed in the Postoffice Department? It looks very much as though the old régime of politics, pull, graft, personal favoritism, spoils,

party, and general inefficiency, survives there.

It is time to quit talking about the "privilege" of the second-class rate, and get to work on the reformation of the Postoffice Department. When that is done, it will be found that the publishers will not shrink from paying their just proportion of the legitimate expenses of the transportation and handling of the mails.—Profitable Advertising.

CONSISTENT HOME-MARKET EDITOR.

The editor of the Downs (Kan.) Times refused a halfpage advertisement from a traveling clothing company that made a three-day sale in that town. The editor said he needed the money, but didn't think it would be treating the home merchants right. Then he thought he had no right to accept money for their advertisement and then advise people to patronize their home merchants.—Pointers. m se pr di

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CORRESPONDENCE

While our columns are always open for the discussion of any relevant subject, we do not necessarily indorse the opinions of contributors. Anonymous letters will not be noticed; therefore, correspondents will please give names — not necessarily for publication, but as a guarantee of good faith. All letters of more than one thousand words will be subject to revision.

AN APPRECIATION OF AMERICAN PRINTING.

To the Editor: Nottingham, Eng., January 29, 1909.

It is with pleasure that I comply with your request to place on record some of the things that impressed me on my visit to the United States, which I made to study and see for myself the conditions under which the American printers work, and in what way they differ from the conditions which obtain in Britain.

I should like to make it quite clear that whatever I mention are my personal opinions, formed by a short but close touch with the practical man, and I am quite prepared for another to differ with my observations and who may have viewed things from a somewhat different standpoint.

We Britishers have had some glowing reports of what the American printer can do, and, again, another report from a different quarter would contradict the other. This is just according to the position of the person making the report. I am afraid that these reports lost a great deal of their value, because they were usually made by interested parties and who could not give practical suggestions, which would have assisted the British printer in his endeavor to reach the ideal which was set before him; but when one gets an insight into the working of an American printshop, the difficulties are not so great.

Let me say right here that the circumstances and the conditions under which the British printer works are totally different from what they are in the States, and although I believe we have many things to learn from the American printer, it would not be advisable for many of the American methods and conditions to be put in force in the British Isle.

We have heard so much about the "hustle" of the American. I trust I will not offend when I say that I have seen more "hustle" over here than I saw during my visit to the States: by that I mean the hustling individual.

You certainly get a much greater production than the British printer is able to get, and still we demand a greater expenditure of energy and vitality from our men engaged in a modern printing-office. How is this? There is bound to be a reason. I can but express myself with an "Americanism." "I take off my hat to you." You are the greatest organizers of system and method in the printing craft that I know of, and it is just here that you lead all along the line.

You have shown us the value of system. Note what the point system, relating to type, has done for the composing-room. It has brought order out of chaos. You give a deal of attention to the layout of the composing-room, so that no labor will be wasted. Again, you appreciate the value of few characters, but each font is in large quantities and usually in full series.

I was much struck with your mottos and happy remind-

ers that there was a place for everything and everything ought to be in its place.

You have good systems at work in recording time spent on a job; also records are kept of all material, etc.

What strikes a stranger first when going into the American printing-office is that you are there for business, and business is your creed, and that sentiment does not enter into your business. I find that many of your places are "open shops," and I understand that they work well. Again, I find that a great deal of female labor is employed. I saw some very good specimens of display work which were set up, schemed out for color, locked up and passed to machine by the female compositor, and the work was well done and equal to the work done by many a man claiming special artistic abilities. And, again, I found that one of my dreams was realized in America. I mean the lady Linotype operators who are employed in many offices, and who not only operate the keyboard but are capable of altering and adjusting their machines.

I find that the American compositor is well catered for by such firms as the American Type Founders Company, who supply a fine range of material and keep quite a large staff of experts who give their attention to the needs of the compositor. While this firm is still in my mind, let me say that I consider the American printer is fortunate in having so patriotic a firm, who will allow them to use their fine library of books on printing from the earliest dates, which, I believe, can not be surpassed and which is under the care of Mr. Bullen. I hope the American printer is alive to his privileges in this direction.

Let me now turn to your paying department, and one in which your organization is particularly successful. Your pressrooms are "great," with their large output, but it is not so difficult when one knows how you do it; and your long runs allow you scope for this. It seems a serious offense with you to keep your presses standing. "Keep the wheels going round" is the motto here, even to the extent of your calculating that you are paying rent for a day of twenty-four hours, and you will, if necessary, run your presses that time, employing two gangs of men. This seems to be a regular thing in some print-shops in the States. This may be "hustle," but by doing this you are not taking it out of an individual. It is your organization which allows you to do this.

In making ready a job you will do it in from thirty-three and one-third to fifty per cent less time than the British printer. The American pressman makes use of his feeder or assistant; the pressman marks up a sheet, hands it to his assistant, who will patch up or cut out just as the sheet is marked. This saves a great deal of the pressman's time and allows the press to start up much quicker than if the pressman had to do all his making ready himself. Again, the American pressman looks after two presses, turning out from twelve to fifteen thousand per day.

In Britain we have a pressman to each press, and none but pressmen are allowed to make-ready a job. This will speak for itself, I think.

You pay great attention to the materials which you give your pressmen to work with. You have an ideal method of working your plates. The metal base is a labor-saver and profit-earner, and when printing your fine deep plates, your results are just what we admire in your printing — a clean, sharp, solid job. Again you have brought science to bear in extracting electricity from paper, and by means of the neutralizer you remove one of the most annoying difficulties which a pressman on a high-speed machine has to contend with.

Automatic feeders are in general use, and you have been quick in realizing the value of the continuous feeder;

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in fact, you are ready to appreciate and put into use anything that will give you an increased output.

There is some fine processwork done in the States, but it would not be fair to say that the whole credit belongs to the printer. The photoengraver supplies the printer with a plate full of color, tone and contrast, which, I believe, would be difficult to equal from a printer's point of view. You have brought all the different stages to a fine science and then brought them down to a practical basis, which, when intelligently worked, makes "perfect" printing.

A great deal of your success lies in your practicability, and the American printer is controlled by practical men. You are fortunate in having such firms as Hoe, Cottrell and Miehle, who seem to realize and appreciate all your needs in relation to presses capable of running at a high speed and still maintaining the pressure and rolling power necessary for a high grade of work.

One of your mottos reads, "Difficulties are things which show what men are." Certainly, the difficulties you have experienced have shown what your engineers are, for they have been at the back of the printer with their experience and ability and have assisted him and responded to all his requirements.

Let me note one or two things in your binderies: these are like your pressrooms, well equipped with automatic and labor-saving machinery. Gathering machines are in general use in magazine offices. Your seven-section folding machine, automatically fed, each section independent of the other, was an eye-opener to me. Again, book-sewing machines are in most binderies, using successfully the straight-needle type. Covering machines, duplex and continuous trimmers, Seybold's three-section gauge cutters and mechanical means of taking work to and from the machines are only a few of the features which all tend to make this department an interesting one and, I should say, a money-maker.

Yes, undoubtedly the American printer leads the way in fast production, but, let me say it again, it is his organization and support from his engineers which has enabled him to reach this position. I did not find that your unions had a deal to say about production, nor in any way interfered with the conduct of the place; but I think there is more demanded from you in relation to starting work at the hour than there is with us in Britain. But this is only business

I have formed a high opinion of the American printer who controls his department. He is usually a keen worker; he likes to make records and do better work than any other body—in fact, he likes to beat the other fellow hollow. He is also enthusiastic in his work and willing to discuss his own particular methods with another practical man. He is not frightened at giving anything away. He claims that he has as much to learn in a talk with another as that person may pick up from him. I appreciate this trait in his character, for we are counted somewhat close in Britain; but there is a good deal in what an American of high repute said to me, "Those who will not show you or talk about their methods of work are trailers and not leaders," and undoubtedly every American printer wants to be a leader.

I can not close without a word about your color-plates and duplicating. I believe that the British color engraver produces a better plate, from the artistic standpoint, than is usually the case in America — by that I mean that there is a greater fidelity to the original printing in tone, detail and color; but I have no hesitation in saying that the average American color-plate is far more "printable" than the British production. The American engraver acknowledges the limitation of the three-color process in practice and works accordingly. He does not take the printing qualities out of a plate by endeavoring to get unobtainable results

and which no one outside of an artistic circle would appreciate. He also knows the commercial value of the four-color process; how that it is much easier to work, more regular results are obtained when printing, and that a greater depth of tone, effect, and contrast is the result. And this is what appeals to the public, and which will always sell.

In color-printing the American color-printer will work large-sized sheets, sizes which the British printer would never think of attempting and certainly would not make a success of. Yes, in the best color houses, science, care and attention to the small things have achieved much, and the American color-printer and photoengraver deserve all credit for bringing their art to so high a standard.

In duplicating by electrotyping the American is preeminent. He must receive the credit for bringing this process to the state it has now reached. It was a pleasure to me to meet many of your leaders in this department, who have been pioneers in the process, and who turn out plates that are a joy to the pressman, for the electrotyper's skill has reduced the making ready considerably and given a plate which is said will work off two hundred thousand runs. Certainly, the plates are a pleasure to examine, and if all electrotypes were the same as I saw, the old prejudice against electros would soon be removed.

Here again much depends upon the fine, accurate machines which the exacting requirements demand and with which the American electrotyper is well supplied.

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I was somewhat astonished to find that technical education was not further advanced than it is in the States, particularly when one realizes the scientific worker which the American printer undoubtedly is. There are some private firms which have their own schools, but this is not like a large center where research and experimenting could go on.

The I. T. U. Course is an ideal course of study in typography for home work and, on looking over the syllabus, the instruction must be helpful, for it covers a wide field and under the circumstances is the best that can be obtained for the progressive printer, but practice is the thing that is required, and the course is arranged so as to provide the student with plenty of it. All credit should be given to those gentlemen who are behind this course of instruction, for they are thorough and practical, and I am pleased that it is so well supported. The typographical union has done a wise thing in associating itself with this movement, being right in the front in encouraging its members to go in for the tuition.

I believe I have now said enough to show my appreciation of the American at home, but just one word, and I know you will not take it amiss. Why is he so different when away from home? It was my delight to meet when in the States many of nature's gentlemen and whom it was a pleasure and honor for me to know. But we have many who come to this country who, to say the least, are offensive, and I am afraid that our opinions of the American citizen are formed by those we meet here. But it is most unfair to you that we should do so, and it is only by getting to know each other that these wrong impressions will be removed. I trust that I have not given the impression that I am unpatriotic. Far from it. My appreciation is honestly expressed, and although we may have many things to learn from you, still I believe that there are some things which you could with advantage learn from us. But this may be matter for a future letter to your much-valued

In closing, allow me to ask all the friends whom I met in the States and of whom I retain many pleasant memories, if this should meet their eyes, to "shake."

J. R. RIDDELL.

PRINTING ON GLASS-A DIRECT METHOD.

CORNING, N. Y., February 3, 1909.

Not long since I saw a process in The Inland Printer for printing on glass for transparencies, and while looking through the International Annual to-day I ran across the same thing - the albumen process. As this is slow and not always sure for the average printer who knows nothing of photography, I send you my process, by which I have made hundreds of lantern-slides, window transparencies and good zinc cuts:

Ink the form or cut to be printed with good job ink. With a perfectly clean composition roller make a transfer by lightly rolling it over the form. Then transfer the image to the glass by lightly rolling the roller over it. The glass should be free from grease - washed in lye, or a weak solution of nitric acid. Good cuts can be made by transfering to zinc in the same way, powdering and etch-

Now, should this be of any use to any one I'm glad of it, and I gladly give the results of my experiments for the valuable hints I get from THE INLAND PRINTER.

CHARLES SHUMWAY.

THE IDEAL ADVERTISING RATE CARD.

To the Editor: Holley, N. Y., February 13, 1909.

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At divers and sundry times during the twenty-five years I have been publishing a country newspaper I have gone to work with a firm determination to make a mathematically faultless sliding-scale advertising rate card, but always ran up against a snag. I, therefore, read with deep interest Mr. Byxbee's recent rate-card articles in The INLAND PRINTER and joyfully welcomed the solution of the problem contained in the plan of basing rates on the total number of inches used, and applying reductions in the rate per inch to added inches only.

No one rate card can exactly suit every variety of local condition, but one of the chief excellencies of Mr. Byxbee's plan is its flexibility. Rates and range of prices can be modified to any degree, without destroying the mathematical symmetry of the card.

My personal experience suggests a narrower range of prices than in your sample cards, and a flat rate for all but transient business and the smaller regular orders. The cases where the user of five hundred or one thousand inches will seriously object, because the man who contracts for but one hundred or two hundred inches may get it at the same price per inch, are so few as to be negligible. The large advertiser is usually satisfied to know that nobody else is getting any lower rate than he, especially when we can show him that it is usually the large advertiser that makes us earn our money, with copy changes every week. The simplicity of the flat rate outweighs any possible disadvantage.

" Encourage the small advertiser" is the motto I would keep constantly in mind in making a rate card. Charging "what the traffic will bear" warrants somewhat higher rates for small orders, and the higher cost of handling the business makes such higher rates necessary. But the ascending scale should not climb so fast or so high as to frighten the little fellow in his first timid venture in the advertising field. To soak a man 50 cents for an inch that we are selling to the big advertiser for 10 cents or less, is altogether out of proportion to the difference in cost of production, and it tends to create the impression that advertising is an expensive luxury, to be sparingly indulged in. If the charge is reasonably low he may come again and again, until he acquires the habit, and it takes increased and regular doses to satisfy it.

I doubt if even the smaller country weeklies can safely

requiring copy changes every insertion, and in many cases also subject to an agency commission. The maximum rate -for one inch one time - should not be much more than double the minimum.

My experience does not bear out Mr. Byxbee's statement that the sample cards given cover practically every contract a publisher is called upon to make. With me every year the proportion of odd-space, odd-time orders increases. I want a card so complete that an advertiser can ascertain from it for himself the cost of an order for any number of inches for any length of time, and so simple that the wayfaring man, though a fool at figures, need not err therein.

It is no easy task to make a card to meet all the requirements enumerated. The nearest approach I have been able to make to it, to apply to my own publication, a weekly of 1,400 circulation, is set forth in the following foundation table:

- 1 inch, 25 cents.
- 2 inches, 45 cents.
- 3 to 14 inches for each additional inch add 15 cents. 15 to 20 inches for each additional inch add 12½ cents.
- 15 to 100 inches for each additional inch add 10 cents.
- Over 100 inches 10 cents per inch flat.

Below is an exact equivalent for the foregoing table in a form which makes computations so simple that it can be used alone as a rate card, and from it any one of average intelligence can readily figure the cost of an order for any number of inches:

- 1 inch, 25 cents.
- 2 inches, 45 cents.
- 3 to 14 inches, 15 cents per inch, plus \$0.15
- 15 to 20 inches, 12½ cents per inch, plus .50 21 to 100 inches, 10 cents per inch, plus 1.00

Over 100 inches 10 cents per inch flat.

The sliding scale can be carried farther if desired, the amounts added to each price per inch being simply the difference between the cost of the highest number of inches in one division and what the same number of inches would cost at the next lower rate per inch. The usual form of rate card can of course be constructed from this table and used either separately or in connection with it. I make no difference in the rate for open-space contracts.

I can not wholly agree with Mr. Byxbee that no deductions should be made when plates are furnished. Here, again, special conditions may enter. The country weeklies of this vicinity receive advertising from Rochester, New York, our nearest city, which formerly necessitated from fifty to upward of one hundred inches of composition per week. At a suggestion made through our local publishers' association, arrangements were made by which this business is now sent in plates, and price deductions made averaging about 2 cents per inch. I do not know of a single publisher who is not convinced that he is saving money by

Mr. Byxbee has shown me how to make a mathematically faultless sliding-scale rate card. If I could also be shown a method of merging a sliding scale with a flat rate that would be equally faultless, I think I could die happy. If, as in the foregoing table, I drop at 100 inches from 10 cents per added inch to 10 cents flat, the price for any number of inches between 90 and 100 is greater than the price for 101 inches. The same criticism, by the way, applies to Mr. Byxbee's open-space contract rates. If, on the other hand, I make the price per added inch 8 cents between 50 and 100 inches, while that overcomes the criticism just mentioned, it introduces an inequality of another sort. To illustrate: I give a customer the price, \$8.40, for 80 inches. He asks what 20 inches more will cost and I tell him \$1.60, making the total \$10 for 100 go below a minimum of 8 cents per inch for contracts inches. Then he asks what still another additional 20

inches will cost and I tell him \$2. It may take a deal of explaining to satisfy him why 20 inches added to 100 inches should cost 40 cents more than 20 inches added to 80 inches, even though I may be able to show him that he is charged a consistently decreasing rate per inch for any increased total number of inches below the flat-rate point. Neither of these criticisms amount to much in actual practice, but they constitute a distressing "fly in the ointment" to the seeker after mathematical precision. C. C. HAYDEN.

A DOUBTING THOMAS ON THE NEW YORK SITUATION.

To the Editor: NEW YORK, February 13, 1909.

December and January were surely months in which occurred much that should have interested the printers of this big town. There is a notion prevalent here to the effect that New York sets the pace for printers in other and more benighted places. It is a part of the political war cry "as New York goes, so goes the nation." But when we think of what is doing in Boston, Chicago, San Francisco and other cities, perhaps New York is losing its leadership. Somehow our printers have lost the capacity for doing things - at least of doing the right thing at the right time. You have read how the local Typothetæ - or was it Secretary Smith of that body? - by prodigious efforts secured the attendance of about two hundred employing printers at the Broadway Central Hotel on December 28. The overenthusiastic, the inexperienced and the optimistic knew or hoped that something would be accomplished. The people were there - an achievement in itself - and if the promoters of the meeting had proposed something for the individual good of those in attendance it would have gone through with a rush. If that something had been done, with the support of such a gathering, it would have been an assured success in New York, and have mightily influenced the rest of the country.

In my opinion what should have been done was to establish a cut-and-dried schedule of prices to be charged in every department of an office, the subdivision of the employers into five or more classes, so that all might be enrolled; the scaling of dues to belong to a cost-teaching organization so that the little fellow as well as his larger brother could join and profit by the new plan; a modestly graduated initiation fee and a secured forfeiture compatible with the business in hand and the class of shop competing. This would have proved a popular move, and I feel sure would have gone through with a hearty coöperation from all present. In this way the Board of Trade, a very excellent institution having many good features and valuable records, could have been rejuvenated and adjusted to the use of all.

But instead of this, the result of the meeting can be summed up under two heads: (1) The appointment of a committee to propose something; (2) The collection of more than sufficient to defray the costs of the meeting.

It was also agreed to meet again. The committee (augmented to fifteen) did a lot of hard and probably poorly appreciated work, and on January 25 the second meeting took place. Interest was waning, for the attendance was not quite so good as at the meeting held in the heart of the holiday season, but then holidaying is not important with New York printers. Secretary Smith read a very able document, but it was evident that it failed to hit the mark. An uneasy feeling of What's-the-matter-with-the-plan was noticeable. There was something awry, as the document provoked a tremendous amount of adverse comment and criticism. And the committee's manner, too, of "crowding it down the throats" of those present was

The criticism of the plan seemed to hinge on: (1) Excessive dues, initiation fees and forfeiture or penalty clause, which was considered, or seemed to be, by many present as prohibitive; (2) The old plan of supervision of the most intimate details of a member's business to determine whether he was honest or a scalawag; (3) The Board of Trade's plan to compel members to have estimators other than their own employees to make estimates for them; (4) Enforced delays in giving the customer an estimate until all who in a remote degree might be interested in the bid had had a chance to discuss it.

These were the principal objections, though several minor ones, such as the control by a few of the knowledge of the many for instance, were fully discussed through

the audience.

But the main point is that again nothing tangible was accomplished. It is a sorry fact to have to relate, but it comes on good authority that, including the fifteen members of the committee who drafted the plan, not fifteen signatures were attached to it at that meeting out of an attendance of over one hundred. And this is not the committee's fault, as it did a good thing in drafting this plan, but it is the shame of that large gathering of employers, who were there because they all recognized the desperate need of revised prices, that not one could voice the sentiments of the needs of all by advancing some sound proposition to relieve the situation and secure the cooperation and support of ninety-five per cent of those present. Even at that the thing would have been a success, as those who attended the first meeting and had given up in disgust would have come to the front after seeing something definite come out of the second meeting, and they, too, would have lent the movement their support.

Nothing was done and some few, chafing under the delay and never losing sight of the fact that something must be done and that quickly, determined on another move to get quicker action on what was the point in the whole matter - an advance in prices to keep pace with the increased cost of production. So an independent movement

was started with just this one point in view:

Every employing printer of New York should do one of two things: (1) Raise his present quotations to customers ten per cent to compensate him for the twelve and one-half per cent advance in cost of production through the increase in wages and the decrease in hours, and he do so on a given date, so that the general purchasing public may know that this is a universal advance and why; (2) Certify to the committee in charge of this movement that he either has advanced his prices or is actually making a profit on his business, in which case he shall not be asked to join the movement, as the primary object is to insure every employing printer an actual profit rather than the losses which all know are at present too common.

Then there was to follow the formation of an organization with the lowest possible dues to form a school to teach the bookkeepers or proprietors how to install a cost system, so that all might actually know what it was costing them to turn out their product, and in addition the right to the

cost system was offered to them free.

This was simplicity itself - getting down to first principles - and there were those who dreamed of an attendance of five or six hundred. Alas! One hundred and fifty-five promised to be present and do something. Sadder still, but sixty-two men, representing fifty-four shops, put

in an appearance. Result: They went home!

This is a disgrace to the printers of New York. Will they continue to keep right on yelling at the unions for organizing? Quote the same prices as they did ten years ago, though labor, material and rent are more costly? Will they, in obedience to the job-hunger, fling prudence to the winds, cross the safety line, and offer to do work for less than it cost them? Is their shibboleth to be "Get the job, even if we lose on it - but get the job?" If not,

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why don't they get out of the rut? They apparently won't change, and I suppose we shall add from day to day to the sad but interesting list of failures for 1908-9. And this bankruptcy business may not be as contagious as smallpox, but it seems to be "maughty catchin', jes de same," as the darky said of the prudent farmer's chicken protector.

What is wanted is something that will bring quick action - something that will make things easier now. But I despair of any get-right-quick scheme working in New York. I may be biased, but I can see but one organization of employers that has accomplished anything, and its progress is painfully, exasperatingly slow, but it has moved ahead. I refer to the Printers' League, and its one accomplishment is that, through organization, it has for two years already gone and for two years yet to come, absolutely obliterated strikes and lockouts and thereby saved thousands of dollars to its members and the labor unions with which it deals. It may have accomplished more - I do not know; but had that society consisted of two hundred and fifty shops instead of fifty odd it would have made this advance in price an assured fact, and two hundred and fifty shops would have been enjoying an honest profit on their labor and invested capital, instead of grumbling at the increased cost of labor and material as they are to-day.

I say this of the Printer's League because I believe its form of organization is rational and nearly perfect. But I know that it is equally possible in any form of society so long as it represents a fair number of the right kind of people—is a real organization.

So now we await with some interest the future action of the committee of fifteen. At the end of February two months will have slipped by without anything more than a large amount of talking having been done except by the customer. He's the fellow who is profiting by this delay. He is still getting his printing at ruinously low rates. He is not worrying himself into a rapid decline, because he knows right down in his heart of hearts that New York printers haven't got the sand to ask what they're entitled to.

At one of the meetings at the Broadway Central a gentleman present said he believed if some one shouted "Customer!" the lights would go out and all the printers present would take to the tall timber, and I believe he was right.

Some may say what have I done during all this furor about prices. "Have you raised yours, and how did you do it?" I hear as their half-angry, expectant tones assail my ear. Study my signature, Messieurs, and you will understand that while interested sentimentally (for the sake of auld lang syne) and pecuniarily, too, I am not actively in the fight. For the present am hors de concours—and glad of it.

FUNCTUS OFFICIO.

MISFORTUNES OF THE "RURAL HOME."

We learn from a marked copy of the Rural Home, of Thayer, Kansas, that it is crippled from the fact that a fire cleaned up the printing-office, but it is now on its feet again and staggering along handing out the maudlin reading matter that is considered peculiarly suited to the farming community. The advertising matter is stimulating—that is, to start another fire. Thus:

BREATH KILLER for your bad breath, when you go to see your best girl. Make a supply for your own use and see the difference in your greeting. Full part, free.

DO YOU have weak lungs, bleeding at the lungs, and spitting blood? I know a common root that will cure this. For \$1 I will tell you where to dig it, what it looks like, and how much to eat each time. It has cured others, it will cure you.

In other words the ruralite seeks to bury his breath and help his lungs by rooting things up.

Written for THE INLAND PRINTER.

LONDON NOTES.

BY OUR SPECIAL CORRESPONDENT.



the principal event of the past month has been the amalgamation of Linotype & Machinery, Ltd., with the Mergenthaler Linotype Company, of New York, and the Setzmaschinen-Fabrik, G.m.b.H., of Berlin. The proposals of the American company include the purchase by them of the whole, or not less than seventy-five

per cent, of the preferred and common stock of Linotype & Machinery at the rate of 14,700 shares of \$100 each of the Mergenthaler Linotype Company for the entire issue of the British company, by direct sale by individual shareholders of their shares; an obligation on Linotype & Machinery that they shall procure the transfer to the Mergenthaler Company free from debt of the Canadian Linotype business and assets, including the whole interest of Linotype & Machinery therein; the virtual continuity of the English management of the British company; and the rearrangement of territories between the companies. On the completion of the necessary preliminaries it is intended to form a new company, to be registered in Great Britain, with an authorized capital stock of £600,000. The result of the rearrangement should be highly advantageous to the British shareholders, inasmuch as it should secure to them the early payment of dividends, of which, under present condition of competition, there was no immediate prospect. An equitable arrangement is to be made as to the various territories in which the machines of the respective companies are to be placed. Already business in the British shares, which was very dull, has been stimulated and there has been considerable business done in them on the stock exchange.

THOSE London printers that have also established works in country districts are seeing to it that their men - and women, too - are fully provided for in the way of recreation and opportunities for improving their mental status. Messrs. Hazell, Watson & Viney, at Aylesbury, have all manner of institutions in connection with the worksathletic clubs, a literary society, library, reading-rooms, savings bank, and other things - which are greatly appreciated by the workers, and now Messrs. Clay & Sons, who have large works at Bungay, in Suffolk, have erected there an institute that is intended to promote social intercourse, concerts, lectures, and other means of instruction and recreation. There is a concert hall 60 by 30 feet, with women's and men's cloakrooms, and billiard-room and accommodation for games. The women's reading-room is 20 by 19 feet. The kitchen is a spacious room, 18 by 17 feet 6 inches, and adjoining are a good-sized scullery and pantry. Opening from a corridor on the side of the concert hall are two reading-rooms, and on the other side are the women's and men's lavatories, four bathrooms and two shower baths. Nothing seems to be lacking in the way of comfort and even luxury, and the members should be able to spend their spare hours very happily and profitably in this well-contrived and nicely furnished institute which will serve as a counter-attraction to the public house.

MESSRS. CARL HENTSCHEL, LTD., the well-known London process engravers, have made a new departure in fashion illustrations. Hitherto this class of blocks, which are extensively used by dry goods stores, milliners, dressmakers, and others, have been reproduced from artists' drawings, and very unlifelike the most of them are. The firm in question have adopted the method of photographing the dresses, mantles, hats, etc., on living models and in a special studio, under the supervision of a dress expert, and have just issued their first book of examples, the

results in which are very fine indeed. For fashion catalogue illustrations the new method is a long way ahead of the old style.

A CONSIDERABLE amount of money is wanted just now for the National Exchequer, and the Government is casting about for new methods of taxation that will bring a substantial increase to the revenues. Taxes on unoccupied land, higher license duties, a graduated income tax, have all been proposed and are likely to materialize, but the latest tax proposed, that on advertisements, is rousing quite a mutiny in printing circles. In the old days of the so-called "taxes on knowledge" there was an advertisement tax that amounted to about 80 cents on every advertisement, big or little, that appeared in a newspaper, and this tax it is proposed to revive in a modified form, as well as to impose a tax, or stamp duty, upon all posted bills, as is at the present time done in France. Of course, it is only a section of the politicians who are advocating these taxes on the printer, and let it be hoped that the strenuous opposition that has been aroused may prevent their imposition. One member of Parliament puts it thus: "Would a tax on newspaper advertisements be anything but a tax on revenue? Bad as we think an income tax, it has much justification; but what about a tax on revenue, in addition to a tax on profits? Is there any great newspaper which does not spend the greater proportion of its advertising income on its news columns? What justification could there be for impounding the revenue of one particular class of traders? Is there any vice which any tax has that is not in an advertisement tax?"

ANOTHER case in which newspapers may be legislated for is in regard to the insertion of advertisements dealing with the adoption of children. At present such advertising offers an easy means of getting rid of children and encourages the nefarious practices of the baby farmer. In this matter both judges and lawyers agree that it may eventually become necessary for the legislature to take steps to make newspapers satisfy themselves of the good faith of the advertisers before accepting this kind of advertisement. This alteration in the law, however, will not affect reputable newspapers, which at the present time do not insert this class of advertisements in their columns.

THERE is to be an Imperial Press Conference in London this year, when gentlemen from all the British possessions are to meet and confer on press matters, and considerable preparations are even now being made for their entertainment. The proceedings will open with a banquet given to the delegates by the press of the United Kingdom, and the Prince of Wales has signified his intention of giving a garden party at Marlborough House, while the Government is giving an official banquet. The Lord Mayor will entertain the delegates at the Mansion House, and there will be a reception by the Duke and Duchess of Sutherland at Stafford House. It is also proposed that the visitors shall have an opportunity of inspecting the manufacturing districts and the planning of a tour is under consideration.

THE Edinburgh printers have again memorialized the employers for a reduction of two-and-a-half hours per week, bringing the number down to 50; an increase of 1 cent per 1,000 ens on the scale of prices of the piece hands, and 1 cent per hour on the time men's rates. The associations concerned are the Edinburgh Typographical Society (1,100), Edinburgh Machine Branch Scottish Typographical Association (600), Bookbinders' and Machine Rulers' Consolidated Union (350), Amalgamated Society of Lithographic Printers (350), Amalgamated Society of Lithographic Artists, Engravers, etc. (70), Amalgamated Society of Warehousemen and Cutters (100), Federated Society of Stereotypers (80). Of these the bookbinders, lithographic printers and litho-artists

already work the fifty hours' week, and in the memorial to the employers they supported the proposal that this should be the maximum week all round. The masters have replied that unless a similar reduction of hours takes places in other towns they can not comply with the demand, and this has roused the men to make further demands, among which are: No reduction to be allowed for spoiled work; minimum wage to be \$8 per week; should a workman be absent from work through circumstances not under his control he shall be paid for any overtime he may work, although he has not put in his full time during the regular hours. What may be the outcome of the dispute it is difficult to foresee, as both sides are determined to be firm; possibly there may be a strike in the near future.

GOOD work is being done by the Institute of Journalists in caring for the orphans of members who have died, and to increase the funds available for this purpose there has been issued what is called the Press Album, a volume that has been edited by Mr. Thomas Catling, under the auspices of a committee of newspaper men. Any profits arising from the sale of the book are to be devoted to the purposes of the orphan fund. There are twenty-five full-page illustrations, and the contributors include the president of the Royal Academy, the president of the Water Color Society, the president of the Royal British Society of Artists, and other distinguished painters. The literary contributors include the poet laureate, Miss Braddon, Miss Marie Corelli, Sir A. Conan Doyle, the Bishop of London, Jerome K. Jerome, and other well-known authors. An edition de luxe is issued at a guinea, the ordinary edition being priced at 2s. 6d. The illustrations are most artistically reproduced, and the book is one of the choicest productions of the year. This is becoming a popular method of raising money for charitable purposes, and a most successful one, as exemplified in Printers' Pie, The Flag, and other publications that have been brought out for similar purposes. Of course, all the contributors and other workers give their services free, and the papermaker and printer, not to be outdone, usually give their portion of the work without charge.

A HOPEFUL feature in the paper trade is the growing demand for really high-class writing-papers, and many orders have been going to the English and Scotch mills in spite of a considerable continental competition in this class of paper. It is really wonderful with what a poor class of letter-paper the ordinary Briton puts up with for both his business and his private correspondence, and it is high time that he awoke to the need of having his stationery on a par with his other surroundings. The really fine papers of the United States, although higher in price than the native product, have not yet been pushed in this country to the extent they might be, and a good market should be the reward of any firm with sufficient enterprise to push them thoroughly, and especially in the packeted form, in which they make attractive selling stock. The thing would have to be done thoroughly, though, and not as a leading American house did some years ago - be advertised freely and yet have no stock available to supply

A NEW bronzing machine has been introduced by Messrs. Geo. Mann & Co., of Leeds, a feature of which is that all the excess bronze not used on the work passing through the machine is returned automatically to the bronze feedbox. This motion not only returns the bronze to the bronzebox, but returns it to the exact position or compartment of the box—this latter being divided—from which it was originally fed. There is also a novel method of brightening up bronze which has passed through the machine once or twice. A small hopper containing six or

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seven pounds of bronze is at one side of the machine, and Compiled for THE INLAND PRINTER. by throwing over a small handle a little of the new bronze is mixed with the bronze passing through the machine, the whole of the metal being thus generally brightened up. Another feature is the collection of the dust from the back dusting rollers. This dust, which would otherwise be thrown into the room, is collected by means of an exhaust fan and deposited in a cabinet alongside the machine. The bronzer is also fitted with a sheet-jogger on the deliveryboard, which does away with the necessity for constantly straightening the sheets or assisting their delivery. The speed of the machine is from 1,250 to 1,300 per hour. The same firm has introduced a new offset rotary press for color and commercial work, which has great possibilities, as it will print in one, two or three colors, while it

takes but ten minutes to change the machine into a perfecting printing - press, printing one or two colors on one side of the sheet and one on the other. It can print from the ordinary plate instead of a reversed plate by a "double offset" process. This should be of great value, as a printer can use the machine interchangeably with an ordinary rotary machine. Another simplified form of the machine perfects work in one color at the rate of 2,000 sheets per hour, and it can also be used as a two-color for printing in names, etc., in invoices or checks, without laying down fresh plates, the plate which has the name only being required. The Printers' Managers' & Overseers' Association has inspected the new press and speaks strongly in its favor. An offset press is also in course of construction by Messrs. Bently & Jackson, of Bury. It is being built under the Rubel patents and will shortly be put on the market.

THE hit of the season here has been the Queen's Book

of Photographs, a selection of snap-shots taken by her Majesty and reproduced in half-tone in a neat portfolio, that retails at 60 cents. Nearly all the leading newspapers of the country have taken up this book as a side line, and its sale has gone into many hundreds of thousands of copies. The pictures in themselves are not of a very highclass character, being very ordinary amateur work, but they are interesting as depicting royalty in its unofficial state, and many of the pictures have quite a commonplace appearance.

SOME very ingenious railway ticket-printing machines have been introduced from Germany, and, although there is not a great demand for this class of appliance, it shows a want of enterprise on the part of our engineers to allow themselves to be forestalled by the foreigner in this particular line. These machines can turn out up to 76,000 tickets per hour, printed, numbered, perforated and counted. They are small, compact and substantially constructed, and, considering their wide range of work, require but little driving power.

INCIDENTS IN EUROPEAN GRAPHIC CIRCLES.

BY OUR SPECIAL CORRESPONDENT.

GERMANY.

ACCORDING to the new city directory, Berlin has 710 printing-offices. In its forty-eight suburbs there are 149

FOR its last fiscal year the Government Printing-office of Germany reports an income of 11,922,500 marks and an expenditure of 8,146,928 marks, giving a surplus of 3,775,571 marks (\$898,475).

THE Klimsch Directory of the Graphic Trades lists the following graphic trade schools and classes in Germany: At Leipsic, Royal Academy of the Graphic Arts

and Book Trades; Printers' Instruction Institute (established by the Leipsic Master Printers' Society and subventioned by the city); Technicum for Printers (private school of Julius Mäser). At Berlin, Trade School for Printing Apprentices (the city furnishes the rooms, as well as heat and light). At Hamburg, Postgraduate and Trade School of the Printers' Society. At Munich, Postgraduate Technical School for Printers (established by the city, and means for practical instruction furnished by the Munich Master Printers' Society). At Stuttgart, Trade School for Printing (subventioned by the masters, the city and the State). At Dresden, Postgraduate and Trade School (kept up by the local printers' society and aided by the city and State). At Barmen, classes for the printers' trade at the Industrial and Art Products School. This list is not complete, as it lacks the trade schools and classes at Strassburg, Düsseldorf, Hanover and Magdeburg.



THE Master Printers' Association and the Typefounders' Association of Germany have taken steps to combat the evil of reckless starting of new printeries and the ruthless price-cutting generally indulged in by these embryo concerns. They have mutually agreed upon the following compact, to be in force from the beginning of this year: Typefounders, rule makers, material furnishers and their agents shall not sell to parties purposing to start new printing-offices unless they pay at least onethird in cash, and the remainder in equally divided instalments within two and one-half years. Not only all the concerns which are members of the typefounders' association, but other foundries, rule makers and material furnishers, and their agents, have obligated themselves not to sell to printers who are pointed out to them by the master printers' association as price-slashers. On the other hand, the administration of the printers' association has agreed to restrain its members from purchasing material from the founders and supply houses who do not acknowledge or carry out the agreement entered into between the associations, or who are considered cutters of the prices of type and other material. The logic of this reciprocity is quite apparent. A court composed of members of both associations is established, to which are to be referred all violations of the agreement and which is also to sit in judgment upon questions of price-cutting, etc.

DENMARK.

THE subject of improvements in schoolbook typography, having for their object the conservation of good eyesight, now being on the tapis, it may be interesting to note that the Ministry of Education of Denmark has made some new regulations for the printing of schoolbooks and texts. The types should be sharp and clear, and the height of the lower-case m, n, u, should be not less than 1.5 millimeters. The matter must not be set solid, and the space between the lines should be about 2 millimeters, thus allowing the use of two-point leads. In using type of smaller body than ten-point, the space between lines must be 3 millimeters or over, to obtain which four-point leads are to be used. Notes and annotations may be set in type whose lower-case is not less than 1.25 millimeters high. The width of the lines should not be more than 100 millimeters (a little less than four inches). The use of roman type is preferred.

PALESTINE.

As showing how modernity is now invading the holy land, it is noted that the compositors on the two Hebraic dailies, Hazewi and Hazewe elth, of Jerusalem, about the first of last December indulged in a strike, which lasted ten days and was accompanied by some of the antics of tyros in unionism. The strike was lost, because of insufficiency of sustaining funds in the union treasury, but meantime the two papers had to suspend publication. Singularly enough, the strike had nothing to do with wages, but was begun because a proprietor had mistreated an apprentice, for which, as a punishment, the printers' organization had assessed a fine against the offender, which he at first was inclined to pay, but was persuaded from paying by the entreaties and arguments of other employing printers.

HOLLAND.

At an early date, Erven Bohn, of Harlem, will publish, under the title "Fonderies des Pays-Bas du XVme au XIXme Siècle," a comprehensive work dealing with the art and business of typefounding in the Netherlands. The compiler of the work, Ch. Enschedé, a well-informed typographer, will have at his command the rich assortment of material possessed by the house of Enschedé & Zonen. The numerous specimens of early types will not be photographic reproductions, but will be printed from types cast from the original matrices of the fifteenth, sixteenth and seventeenth centuries.

FRANCE.

THE lithographic houses of Paris have requested the Ecole Estienne to restrict the number of pupils taking courses in stone-engraving and color-lithography, as the number of workers in these branches now out of employment is very large. The workmen themselves have posted notices informing parents sending sons to the Estienne school, with the purpose of learning these trades, that they have no guarantee of obtaining employment in the future.

SWEDEN.

A NEW tariff of wages in the printing trades of Sweden has been agreed upon between employers and employees. It covers the whole country and is for a term of five years. It regulates the wage and work conditions

for all classes of workers—journeymen, assistants and apprentices, both male and female. The cities and villages are divided into six wage classes, according to local conditions. Compared with the previous wage-tariff, which expired December 31, 1908, the increases in wages average about ten per cent. These are so apportioned, however, that the formerly well-paid group receives but a small addition, while the poorly paid groups obtain better pay, in some instances as much as twenty-five per cent.

SWITZERLAND.

NICOLAUS BENZIGER, head of the Catholic publishing house of Benziger Brothers, of Einsiedeln, died on November 24, last, at the age of seventy-nine. The Benziger house has branches in New York, Cincinnati and Chicago, and is one of the largest producers of Catholic literature in the world, enjoying the especial patronage of the Pope. Three sons of the deceased now conduct the business, of whom two look after the American branches, while the third superintends the establishment at Einsiedeln.

ABOUT ORIGIN OF SPENCERIAN PENMANSHIP.

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Uncle Robert C. Spencer writes like his father, Platt R. Spencer, who wrote the Spencerian copybooks, and thus fathered American writing. He was sitting in a big chair at the Hotel English, at Indianapolis, recently, when he had occasion to make a note or two on a piece of paper. Though he "slung" a lead-pencil recklessly enough, the production was just like those beautiful lines at the top of the page that all American boys and girls, before the days of the vertical writing fad, spent hours in copying.

"I was," he said, in admitting that he was related to beautiful writing, "the eldest of six sons. Father's parents, who were of English stock, moved out on this side of the Alleghenies in about 1810, when he was ten years old.

"They settled near Cleveland, and my father was reared in that setting which staged the early careers of John D. Rockefeller, James A. Garfield, Mark Hanna and others. Rockefeller rather set his figure on the earth, while father undeniably left his mark also, for when, in 1864, he died at the age of sixty-four years, most of the English-speaking people on this continent were copying after his graceful writing. Since then it has spread to all parts of the world, and I suppose to-day that over one hundred million people are writing what is essentially the Spencerian system.

"It seems that prior to his advent into the educational world our people were writing in a multitude of ways. The English copy, or coarse system, was the greatest influence, but it was not suited to our people because it was not fast or fluent enough. The initials were somewhat awkward and slow to make and all downward lines were shaded. It was lacking in points of beauty. My father was a man always absorbed in educational matters and he early saw the defects of the secondary power of speech. He was also deeply impressed by Mirabeau's statement that the two greatest inventions of the human mind are writing and money, one the language of intelligence and the other the language of self-interest. He was of an artistic temperament and at the same time a very practical man. These qualities he brought into play in introducing a style of penmanship that was at the same time fluent and beautiful." - Exchange.

PUBLICITY FOR ALL KINDS OF CONTRIBUTIONS.

- "I think," said the struggling writer, "that the publishers might well take a hint from the politicians."
 - "In what respect?"
- "Publicity for all contributions. How that would help!" New York American.

MACHINEOMOSITION

BY JOHN S. THOMPSON

The experiences of composing-machine operators, machinists and users are solicited with the object of the widest possible dissemination of knowledge concerning the best methods of detiting results.

VISE-JAW ADJUSTMENT .-- "F. E. G.," Manistee, Michigan, writes: "I have had some trouble in getting the jaws set right for the different lengths of slugs, owing to the fact that the arrangement on the corrugated screw is new to me. In spite of all I can do, the line will overhang a little, almost the width of the letter 1. (2) When I touch a key that has its cam riding on the back roller, other keys bob up at the same instant. If I was told in the school what caused that trouble, it has escaped my ability to remedy it. (3) The spaceband cam which rides on back roller is cutting into the rubber." Answer .-- If the face of the slugs overhang after you have the rod set to the mark on the scale, adjust the block by removing the screw on the left end of the vise and turn in on the square-headed screw, which will move the block in. This will correct the overhang. (2) The movement of a key when another one is touched may indicate that the trigger wire is bent; no harm results unless it causes a response from other channels. (3) The roll under the spaceband cam is the first to show wear; move the rubber, or patch the roll if it causes trouble. Oil the cam if its bearing is found dry.

POROUS SLUGS .- " E. D. C.," Lincoln, Nebraska, writes: " My pot lock-up is right, and pump tension strong, but it seems as though my slugs are not perfect unless I keep my pot full to the brim. As long as I watch closely, I am all right, and get good slugs, but when the metal is even an inch or so above the well, my slugs are hollow. I didn't know whether to keep on increasing the pump tension or not, for I know that I ought not to have to run my pot so full. The machine is fine, and in every other way works perfectly." Answer .- It may be that your metal is too hot. Test the heat by plunging a piece of print-paper into the metal and drawing it out quickly; it should not be greatly discolored. Clean your well by dropping a piece of tallow into it and move the plunger slowly to the bottom; leave it there for about ten minutes; then withdraw the plunger and clean it; then skim refuse from the surface of the metal. On a new machine, clean the plunger twice a day. Clean the cross-vents of your mouthpiece with the point of a knife-blade; clean them often. If it is necessary to reduce the temperature, adjust the stem on the governor a little at a time, and await results of the change about fifteen minutes before making another change of adjustment.

ALIGNMENT.— An operator in an Illinois city writes: "We are having some trouble with matrices and it is this I wish to ask your advice about. Apparently the trouble is caused by the formation of a burr, or wire edge, on the upper corners of the lower ear of the matrix, which enters the groove in the mold. We have studied the case as carefully as possible, and to all appearances the burr is caused by the failure of the elevator to descend sufficiently to permit the ears to enter the groove without serious friction on the upper side. We have tried to remedy this by retracting the set-screw in the head of the elevator until it does

not check the descent to any appreciable extent. Notwithstanding this, the wear goes on and new burrs are formed continually. The wear appears to be so great that I fear the matrices may be ruined in a short time unless we can find a remedy. Do you think it could be because the elevator has too much of an up-stroke in making alignment, the force with which it comes up battering the tops of the ears?" Answer .- We believe you have been adjusting the wrong screw in the elevator head. The one on the left is the one which affects the alignment and is the one which should be adjusted to prevent shearing of matrices. The other screw controls the vise automatic, and misadjustment of this will also cause shearing. The first-mentioned screw should be set so that the elevator raises one sixty-fourth of an inch off the vise-cap when making alignment just before the casting operation; the second screw must be set so that the vise automatic dog just barely slips over the pawl when the mold-disk advances.

THE MACHINIST.— That the Linotype machinist is sometimes appreciated and that the operators sometimes call him blessed as well as other things, is shown by the following lines, which accompanied a birthday present to the Linotype machinist at the Brethren Publishing House at Elgin, Illinois. "Jack" fills the metal-pots, proves galleys, etc. The original verses were set in the various type used in the machines in that office:

A "PRESENTATION" SPEECH.

OUR " BIRTHDAY " WISH.

Dear Mr. Roose:

We take our "pens" in hand to set a line or two, And try to tell, in lines of many lengths and kind, And types of varied face, how much we think of you—This nonpareil is very much too small, we find; These caps and small caps, too, in 10-point wide and tall, This 10-point light and 10-point bold, are each and all Inadequate, though mixed up in a line this way, To tell just how we feel, and so we'll simply say, We think you're pretty good, and let you guess the rest; And now that we have tried our very level best, We'll wish you many birthdays, bright and full of cheer, And just as long as we set type we hope to have you here.

Friend "Jack," you know, don't "operate," and that is why We set this line for him and make it rhyme with "pi."

WILLIS LANDIS,
WILLIAM MANNERSTROM,
MARY H. BAKEB,
JACK ELBERINK,
LESLIE RICHARDSON,
JOHN L. CHESNUTT.

BAD ALIGNMENT .- An Eastern correspondent writes: "Yours of the 18th instant received to-day. I examined the mold-keeper and found it fitting snug, and also examined it for bruises on its aligning rib, but failed to find any. It is in excellent condition. At present I am on a long run, twelve-point, twenty-six ems wide; I have but little trouble with twelve-point matrices; the difficulty is with those of smaller size - six, seven, eight, ten point. If when I have on say, eight-point, I send in my lines at least twelve points shorter than the vise-jaws, the aligning difficulty is rarely noticeable. When the line fits snug in vise-jaws, being but one or two points shorter than the vise-jaws, then the crooked face is very noticeable. As a demonstration of this, I send you the recast lines, as you suggest, although the line can hardly be termed a normal line; rather one which illustrates my difficulty. It is a tightly spaced line, yet not a tight line, as commonly understood. The matrices went into the vise-jaws smoothly, there being about one point play. The end letter, e, is out of alignment. I took out this e, casting the line without it; then I replaced it immediately after the first r in the word 'returned.' Again I replaced it at the end of the line, omitting the letter 't' in the word 'the.' Then I assembled the word 'the,' using same matrices. Lastly I cast the same line of matrices in italic.

I am fully convinced the difficulty is in the machine, as the twelve-point font of matrices at present in machine is almost new. In my first letter, I suggested worn elevator jaws; but you thought if this is the cause each line would show imperfect alignment. The machine has been in use about six years, at times on double shift, and narrow measures (fourteen to sixteen ems) have prevailed. This is what suggested to me worn jaws; they present a very bright, smooth appearance. The machine is No. 7127, M 3. Will you kindly overlook my sending this 'Linotyped?' I do so thinking possibly the appearance of the lines might aid you in solving my difficulty. Of course I have not the slightest doubt could you see the machine, immediately the trouble would be located. I am afraid I do not make myself as clear as I should to enable you to determine my trouble. I assure you I heartily appreciate your kind interest in my case." Answer .- An examination with a glass shows that almost every line has some distortion in alignment. It is quite possible that the elevator jaws, and perhaps the moldkeeper, are out of true. We suggest that you remove the jaws and the mold and forward them to the Mergenthaler Company at Brooklyn, with a proof of the matter as you have sent us. Instruct them to remedy the trouble if possible - send new jaws and mold-keeper if not possible to remedy.

MATRICES Do Not RESPOND .- An Indiana operator writes: "We have a Model 5 Linotype, which is giving A1 service, and I have a copy of your book 'Mechanism of Linotype,' which has helped me wonderfully, and I would like to ask you for a little additional information. (1) Is there any way to satisfactorily clean a gasoline burner, except by disconnecting it and taking it out of the machine? (2) For what line of work is the quadding attachment used? (3) We are bothered with the matrices not responding to the touch of the keyboard, especially with six and eight point; the six-point being the worst. It has bothered some ever since we got the machine several months ago, and seems to be getting worse. We have cleaned magazine, matrices and rubber rollers, so that the keyboard mechanism works perfectly, and still we have trouble with both cap, and lower-case. There does not seem to be any way to adjust the lower end of the magazine on this model machine. Can you suggest some remedy that will help us out of our difficulty?" Answer.—(1) The removal of a burner does not require much time. When it is out use a piece of wire, loosen the soot and then blow it out with a bellows. Possibly you can do this while the burner is in place. (2) The quadding attachment is used principally on law-brief work, especially in cases where many short paragraphs appear, as in taking testimony, etc. (3) If the matrices fail to respond, look for the cause, but do not attempt to make adjustments, for there is no adjustment at fault in this case. Test for the cause as follows: Remove the cover from the cam frame, touch the lower-case t and note if the cam drops; repeat the touch until all the t's have been exhausted from the magazine. Note as you touch the key that a matrix responds each time the cam turns on the roll. If you find that the cam drops and a matrix does not respond, then examine that matrix when it does finally drop. The ears or toes of the matrix may be bruised; if so, use a fine file on that part of the matrix, and rub off the bruised part. Should you find that the cam does not drop when the key is touched, then withdraw the pivoting wire and wipe off the free end of the yoke with a clean cloth. Apply the foregoing to every key in the keyboard. Another thing: Run out the lower-case e's, hold them together and rub their ears on a piece of strawboard. Compare the ears of these rubbed matrices with the ears of similar matrices which have not been rubbed. Possibly you will notice that the ears of the rubbed matrices appear brighter;

if so, the matrices need cleaning. To clean the matrices, run them into the assembling elevator, then place them in a narrow galley. Take a cloth slightly dampened with gasoline and rub the ears of these matrices. Then take the magazine brush, which has been previously cleaned, and put a small amount of graphite on the bristles. Rub the cleaned side of the matrices with this brush. This operation places a thin coating of graphite on the surface of the matrices. Repeat the operation on the other side of the matrices. To clean the magazine, raise the front end high enough to clear the glass bracket, or, if you desire, remove the magazine and place horizontally opposite a window. Wipe the brush with a clean cloth and then manipulate the brush vigorously through the magazine until no dust is visible. The escapement covers may then be raised and, if it is necessary, clean these parts with gasoline. If the magazine is greasy or foul, gasoline on the brush will be needed to remove it. When this is done, a small amount of dry graphite may be placed on the brush; then shake off the surplus. Use the brush vigorously in the magazine for the purpose of polishing the channels. When this operation is completed, there should be no graphite visible in the magazine. Before replacing the magazine, clean and graphite the escapement parts which yet remain on the machine. If the work is carried through successfully, you should have no trouble with the matrices. Before running in the matrices, see that there is no oil on any part of the distributor screws which comes in contact with the matrix

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RECENT PATENTS ON COMPOSING MACHINERY.

Two-line Letter Trimming-knife.— J. F. Billington and Charles Holliwell, Broadheath, England, assignors to Linotype and Machinery, Limited, London, England. Filed November 23, 1907. Issued January 26, 1909. No. 910,489.

NATURE PRINTING.

This process, while very simple, can not be applied to objects other than those having tolerably flat surfaces, such as dried and pressed plants, embroidery and lace, and a few animal productions. The process was invented by Alois Auer, director of the State printing establishment of the Austrian Empire. The object is placed between a plate of steel and another of lead, both of which are smooth and polished. They are then drawn through a pair of rollers under considerable pressure, and when the plates are separated it is found that a most beautiful and perfect impression of the object has been made in the lead plate. This may be used directly as an engraved plate, if only a very few impressions are needed; but it is too soft, of course, too resist the action of the presses for practical purposes. A facsimile to be used as a printing-plate is made in copper by the usual electrotyping process. The inventor published a description of his work in 1854 at Vienna, in which is given a detailed account of the method.

WHERE BLOOD ISN'T "THICKER THAN WATER."

Our American friends at present charge twenty-five per cent duty on books, and it is proposed that this shall be increased to seventy-five per cent. It is useful to note that "books in any other language than English" enjoy free entry.—Circular British Federation of Master Printers.

HAD A ROW WITH A CUSTOMER.

So many people seem to know so much more about the cost of printing than the printers themselves that we sometimes wonder why they do not go into the business and get rich on the big profits they think the printers are making.—

Ada (Okla.) Weekly Democrat.

COST AND METHOD

THE PRINTER AND CREDIT.

Among the committees of the Ben Franklin Club of Chicago is one on credits. Under the chairmanship of Julius C. Kirchner the committee has been delving and digging for the purpose of getting concrete information of benefit to the craft. Being listed as the oratorical attraction at one of the club meetings, Chairman Kirchner

took as his theme "Credit," and suggested the allowance of discounts to prompt-paying customers. He said:

"I will endeavor to discuss the subject of credit in the hope it may lead to a better understanding among printers, and correct eventually, if we freely coöperate with each other, one of the greatest abuses in our chosen calling.

"What is credit? Webster tells us it is 'trust given or received'; also that it is an 'expectation of future payment for property transferred, or of fulfillment of promises given.' These definitions are simple enough, but we must have a basis for giving trust and expecting future payment. The time to fix that basis is when you take your first order from a new customer. It is much easier to talk credit at that time than later. Never lose sight of the fact that what you have to sell represents just so many dollars and cents to you.

"If the newcomer desires a small job and is a total stranger, don't hesitate to ask for a deposit of at least

one-half the cost with the order, making the balance C. O. D. Don't let him get the impression that you have an electric sign on your building announcing 'Your credit is good here,' another on your door reading 'Pay when you like,' and one on your desk telling him to 'Pay nothing down.' The stranger who refuses to make a deposit when requested, or will not give satisfactory references, you don't want as a customer—no matter how high-sounding the title of his concern may be.

"On larger work it is always safe to find out what experience other printers have had with the prospective customer before you take a long chance for your money. You can easily lead him on to tell who has been doing his printing and why he is making a change. If he shrewdly avoids committing himself, you can rest assured there are good reasons for his reticence. To be on the safe side,

you should ask him to fill out a financial statement. Such blanks, typewritten or printed on a letter-head, should always be on hand for emergency use. The following is suggested as a short form:

Messrs. So and So, Printers, Chicago, Ill.:
GENTLEMEN, For the purpose of obtaining credit of your
firm, make the following true statement of
condition:
Name
Partners
Name of corporation
Officers
Business
Address
Rated in Bradstreet's
Rated in Dun's
Bank at
Worth above all liabilities
Pay accounts on theof month.
References
Signed
Ву



JULIUS C. KIRCHNER, Chairman Committee on Credits, Ben Franklin Club of Chicago.

"On very large work, don't be satisfied to extend credit until you learn everything about the buyer, including his ability to perform his part of the contract. But no matter whether the printing desired amounts to a few dollars or several thousand, always have an understanding with your customer before proceeding with the work, and a written understanding is better than an oral one, as it does not require witnesses.

"I wish to emphasize the

importance of stating the terms of payment in every proposal to furnish printed matter, and to be binding the terms must be anywhere in the proposal between the superscription and your signature. Having the terms mentioned in your heading or at the bottom of the sheet will not be sufficient if a good lawyer attacks the contract. Where terms of payment are not mentioned, the law takes it for granted that payment shall be made at time of delivery. If in answer to a mimeographed form letter requesting bids, you wrote agreeing to furnish certain

goods at a certain price in a given time, and your letter omitted the terms of payment, under the law you could be compelled to complete the work, and the customer would not be obliged to pay a deposit, give references, or secure the payment in any manner if he accepted the bid. When the printed matter is ready, you could deliver it C. O. D. But, as a commercial printer's product has no value to any but the person ordering, you would have to do some quick thinking—either have it returned to your shop or leave it with the customer and await his convenience in paying the bill.

"It is not necessary to look up the rating of everyone asking for an estimate; but when you write a letter and say that you will agree to furnish, or print and deliver certain printed matter, it is well to state that the terms are 'C. O. D. on approved credit rating' or 'Net first of

month following delivery on approved credit rating.' This gives you the opportunity of getting the rating should you be favored with the order. While some buyers of printing will not take advantage of a proposal as hereinbefore mentioned, and will be glad to furnish on request references, statements of responsibility, etc., before commencing on their contracts, still it is within the knowledge of the Credit Committee of the Ben Franklin Club that some of our members have been victims of this practice.

"After the terms of selling have been satisfactorily arranged, and the work is in progress or has been completed, the next in order is the exaction of payment. Always render bills promptly; whenever possible, let a bill accompany the goods. A printer in Eau Claire, Wisconsin, boasts of the fact that he only made out bills when he felt like it, had time, or needed the money. No wonder he wants to sell out. Prompt billing saves many disputes. If it is agreed that an account is to be paid on the fifteenth of the month following purchase, see to it that it is paid on that day. If you don't follow up your collections very closely, you will soon find many of your customers taking advantage of your leniency, and the result will be that unless you have a large bank-roll you will not be able to discount your bills at the supply houses and maintain good credit with them.

"When you sell an order of printing you do so on the presumption that the same will be paid for at a certain time, not sixty or ninety days later. Always keep your word with a customer in handling the financial end of a transaction, and be diplomatic at all times. If he fails to pay as agreed, remind him in a polite manner of the terms he accepted. After writing him a few letters without getting any satisfaction, and it becomes necessary to notify him that the account will be handed to the So and So Agency if not arranged within ten days, you must keep your word and do so, or you will be considered as simply putting up a bluff. Make good, and you will at least have his respect and it will help the trade in general.

"It should be an understood rule among printers to make all accounts due the first of the month following delivery, and payable on or before the fifteenth. Accounts not settled by the first of the following month should be charged six per cent interest from the time they are due until paid. If we all did this, customers would pay more promptly. There is no good reason why printers should be expected to furnish capital to carry on the business of their patrons. If you will have your bookkeeper do a little figuring along these lines, it will surprise you to know how much capital you are furnishing customers; besides, it is the function of banks to furnish the capital to promote and

carry on business, and you should not take away business

rightfully belonging to the banker — unless you do it at the same rate he charges.

"And while I am suggesting that we abandon philanthropy and charge interest on accounts not paid promptly, I am inclined to believe it only fair to give a discount not to exceed two per cent to those who pay on or before the tenth of the month. This idea is not along the beaten paths of our forefathers—nor is the cost system; but in this age of progress and enlightenment we must conduct our affairs along such lines as have been found successful by business men the world over. We all know that the discount the supply house allows us is the incentive that makes us pay our bills by a given date. Some of you may say 'that's different; we buy manufactured goods but sell principally labor.' Suppose we do, isn't the consideration the same?

"A word about worthless accounts. The production of the book, job and catalogue printers of this city is over \$25,000,000 annually. How much of this is charged off to worthless accounts, do you suppose? At a recent meeting of the club a request was made of those present to send to the secretary the amount of their sales for 1908 and the total amount of bad accounts for the same period. The returns are very pleasing; the percentage of bad accounts to total sales ranging from two-tenths of one per cent to three-quarters of one per cent, the average of all being four-tenths of one per cent. This certainly indicates careful credit work, and the printers of Chicago are to be congratulated. Taking the average four-tenths of one per cent, it means that the printers of Chicago have lost over \$100,000 in bad accounts on the total production."

The ensuing discussion — and the Franklinites usually talk — turned on the suggestion to establish discounts as a trade feature. Mr. Hamm, of Blakely's, and one or two others, regarded the idea as being in line with approved modern business methods, reasoning that if supply men found it to their advantage to afford the trade discounts it would not prove detrimental to printers to pass the prac-

tice on to their customers.

Mr. Rathbun, of the H. O. Shepard Company; Mr. Ball, of Rogers & Co., and others, vigorously opposed such an innovation. Mr. Rathbun struck the keynote of the opposition when he said the allowance of discounts would be used as a cloak under which to cut prices. It was also asserted that the customer who was good pay would send along his check at the proper time irrespective of whether he got a discount. The buyer whose payments are unsatisfactory is seldom so from choice, and is not in a position to take advantage of a discount, be it large or small.

Mr. Norris, the credit man of the Butler paper house, who was present as a visitor, said discounts were a delusion and a snare, and he hoped they would not be favored by the printing fraternity. It surprised many to hear the popular paper man say that the margin on paper was becoming so close he opined discounts on paper bills would soon be abandoned. In his opinion, the system had served its purpose and was now effete.

BERRY URGES UNIONS TO HELP EMPLOYERS RAISE PRICES.

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Recently when on the Pacific coast, Mr. Berry, president of the International Printing Pressmen's Union, was tendered a banquet by the printing trades of Sacramento. The report of the Bee says the affair was notable for its "manifestation of the new spirit that prevails among employers and employees. . . . As an earnest of this growing sympathy nothing that was said at the banquet table struck so deeply as the declaration of President Berry that if the printing tradesmen would prosper they must contribute to make their employers prosper both individually and through their unions. Now that the workers have achieved the eight-hour day, and a suitable scale of wages, it is part of their duty to reciprocate by giving an impetus to the printing industry, which is not sharing in profit-taking in proportion to the capital and risks involved. . . ." Mr. Berry said:

"It is regrettable that there are not more employers present to-night. I wanted to talk this get-together doctrine that we are preaching all over the country just now.

"You know that the printing business men have reached that point where they look to the workmen to help them in their organization. My idea of it is that we can help them. We are organized and we have achieved our aims. Wages and supplies cost more now than formerly, but the employers have not advanced their prices proportionately.

"Now, helping the employers is what I call part of the new national movement. As we progress we have more responsibilities to face, and with this tendency to get together we naturally are called upon to decide some important questions.

"Strange as it may seem, while all other occupations have increased, the printing business shows an actual decrease. This is largely due to many differing ideas within the family. It is not the quality of the printing that is reduced. Printing requires much more skill than it did ten years ago. The quantity has increased, of course, but not proportionately to other influences. As employees we are interested and we should coöperate to build up the industry. If we don't help we are in danger of meeting ourselves coming back on the road we have just traveled so successfully.

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"This is a matter to which the unions have given little attention. The employers did not think of trying to get the coöperation of the employees. The employees have lain awake nights thinking about strikes and assessments. The employers have lain awake nights trying to see how the union could be overthrown and at the same time cutting prices to get the business. This is all very foolish and a waste of money. The money that drifts away in these needless quarrels ought to be garnered and used to build up the industry.

"If the unions are in accord, why not the employers? The strike idea has been overcome. We have about got recognition as a fixture in society and we can afford to lend our aid to those who give us employment, so why should the employer not make the most of his opportunities?"

A NEEDED CALL-DOWN FOR THE SPACE WRITER.

The so-called "business men's magazines" of to-day are filled with a surfeit of dope telling their readers just what to do to reach the pinnacle of financial fame and affluence. The whole crowd seems to be system-mad. One genius writes a book on system for the desk, taking up a hundred and fifty pages in telling us how to keep a desk clean. He forgets soap and water entirely. We are told how to change a losing business into a cock-sure winner. Take it all in all, it's the brighest, brainiest, most sagacious stuff ever written to fill space. It's hard to understand how the writers of these articles find time to devote to educating those less fortunate than themselves, as they must be more than busy counting money, if they take their own advice. One of the best yet, was a story of how the wise "energetic young man, with red blood in his veins," took hold of a business tottering on its last legs, and ran it from a shoe-string into a bank-roll large enough to choke a horse.

It was a ship chandlery firm, and they were engaged in selling ship's supplies and provisions to vessel owners. Boiled down, the story is as follows: "Clarence Dewdrop heard that the captain of the tramp steamer Galoot invariably placed the order with the first man who boarded his vessel upon reaching port. He thought him of a scheme. He would get that order or know the reason why. A firm look of determination came over his handsome face. He went on board the ocean liner Lusitania, and stowed away in the hold. When the liner rounded Sandy Hook, he emerged and told the captain his scheme, who, struck with the young man's earnestness of purpose, allowed him to scrub the deck for his passage. The young man had the wireless report, saying the Galoot was due within fortyeight hours. The next day they sighted her. Clarence crawled into a life-preserver and jumped overboard. You see, get the order he would. The tramp steamer lowered a boat and picked him up. When he reached the deck, dripping wet, he went up to the captain, coolly informed him who he was, pulled his order-book on the sea-faring gent, and got the order." Like Kelly did .- The Platemakers' Criterion.

THE FRANKLIN PRINTING TRADES ASSOCIATION OF SAN FRANCISCO.



HE very pertinent question, "What are we here for?" might be considered the keynote of recent developments in the printing trade in San Francisco. The appreciation of their related interests in the trade induced employing printers, employees, paper-dealers, type-

founders, inkmakers, etc., to meet in deliberation on what to do to establish such understandings that dissensions in the trade might be minimized, the nature of these deliberations being published in the January issue of this publication.

The outcome was the issuance of a call for a meeting in a circular, which is here reproduced and which is selfexplanatory:

CALL FOR MEETING.

PROCEEDINGS OF JOINT COUNCIL OF THE EMPLOYING PRINTING TRADES, SUPPLY HOUSES AND ALLIED PRINTING TRADES COUNCIL OF SAN FRANCISCO.

At a special called meeting of the interests in the printing trades held on December 30, 1908, to devise methods for the establishment of a recognized standard of trade usages, and to take steps to organize the employing printing trades of San Francisco, the chairman, Mr. Charles A. Murdock, was authorized to nominate and appoint a committee from each interest to meet for the purpose of presenting a tentative plan for organization and for future action.

In accordance with these instructions, the chairman nominated the following committee:

Mr. George F. Neal, Neal Publishing Company; Mr. John Kitchen, Jr., John Kitchen, Jr., Company; Mr. George A. Tracy, president Allied Printing Trades Council; Mr. W. Dickinson, superintendent pressrooms, H. S. Crocker Company; Mr. I. Zellerbach, Zellerbach Paper Company; Mr. George L. Alexander, manager American Type Founders Company.

The committee met at 2:30 r.m., on Saturday, January 9, 1909, at the Merchants' Association Room, Merchants' Exchange building, San Francisco, all members present, including Mr. Charles A. Murdock and Mr. A. H. McQuilkin, the latter by invitation.

The following resolution was unanimously adopted by the committee: WHERRAS, That inasmuch as the employees engaged in the printing trades are thoroughly organized, and the supply houses have a fair basis of understanding, and that it is their desire and purpose to cooperate and affiliate with the employers to the end that the interests of the trade may be benefited, therefore it is, by the committee representing these interests and the representatives of the employers, hereby

Resolved, That it is the sense and the recommendation of this committee that the employers form a compact organization for the purpose of acting with the other organized interests here represented, in considering all matters appertaining to the trade in general, and, that, inasmuch as an organization of some of the employing printers is already in existence, known as the Franklin Association of San Francisco, this committee recommends that this organization be used as a basis for a more perfect association; that a committee be appointed to frame and propose such changes in the constitution and by-laws of said Franklin Association as may be deemed necessary to carry out the purposes involved in an organization on the broader basis outlined.

You are hereby notified that a meeting will be held at 8:00 o'clock, on Friday evening, January 15, 1909, at the Chamber of Commerce, Room No. 1337 Merchants' Exchange building, California street, between Sansome and Montgomery, San Francisco, to receive the report of the committee and to form an association of employers in the printing trades as suggested in the above resolution.

(Signed) GEORGE F. NEAL, Neal Publishing Company.

JOHN KITCHEN, JR., John Kitchen, Jr., Company.

GEORGE L. ALEKLANDER, American Type Founders Company.

I. Zellerbach, Zellerbach Paper Company.

GEORGE A. TRACY, President Allied Printing Trades Council.

W. DICKINSON, Supt. Pressrooms, H. S. Crocker Company.

San Francisco had been experiencing an unprecedented rainfall and the evening of January 15 was particularly inclement, notwithstanding which the room of the Chamber of Commerce was well filled with representatives of labor, employing printers and representatives of the supply houses.

Mr. Charles A. Murdock called the meeting to order and expressed regret that the heavy rain had prevented a larger attendance. He had no reason to be discouraged, however, for there were more than enough present to do business. Several printers had that day called him up on the telephone and assured him of their interest and coöpera-

tion, advising him that they regretted their inability to be present owing to previous engagements or other circumstances beyond their control. He knew, in fact, that the objects of the meeting had created a very deep and a very wide interest. For himself the more he reflected on their possibilities the more they enlarged on his view. The printers had all been through most unusual - most trying experiences, and he hoped, indeed he believed, they had passed through these experiences without being embittered. In the former troubles with labor — that is to say, previous to the last strike - when he was in the Typothetæ, they had opposed the demands of the union, not so much because they questioned the reasonableness of the demands made, but rather the way in which they were made, and this was shown in the fact that after they had won the fight defeated the union - a few months thereafter they voluntarily granted all that the union had been fighting for. Now, this might seem strange, but it was a lesson to all that men object to being coerced - that all things should be done in a fair and reasonable way - such as is suggested in the proposals we have met from time to time to discuss and which we hope to bring to a definite conclusion to-night. The speaker had not gone into the last strike, though he had been earnestly solicited to do so. They had had their fight, and the eight-hour day was established, and he had not thought it just that the subject should be reopened. So he had not joined the struggle. He had incurred much reproach and criticism for his action - or rather lack of action - which he of course regretted, but he probably had less reproach than those who had joined the struggle and had not finished as they began. However, that was all past and gone. We grow wiser through experience. We were now prepared to consult with all the interests in the trades. For himself his relations with labor - with those in his employ - were always most cordial - as they should be always between employer and employee. He felt a very keen interest in his workmen and he knew they had in him, for he had men with him who came into his place as boys and they are now gray-haired men. He was satisfied with them, and he hoped, he believed, they were satisfied with him. He did the best he could for them. They had had many struggles and disappointments together. Many of them were growing old in the service, as he was himself, and as he looked back over the years he could see much trouble that could have been avoided for all, by the exercise of a little calmness and reason. Therefore, the work they were now here to do appealed to him very strongly. They were to hear the report of the joint committee, but before he called for that report he would like to hear from some of the employing printers and supply men present. He would be glad to hear something from Mr. Louis Roesch. (Applause.)

Mr. Louis Roesch: "Mr. Chairman and Gentlemen -I do not think that I have much to offer to you now. There is a feeling - or an opinion - held by some business people that the printer is an inferior. One man told me that printers were a lot of swindlers - he was not my customer, however. I said to him, 'Do you really mean that?' and he said, 'Yes' - and then I gave him a couple of black eyes. A man came to me the other day and wanted a price on a job, and I looked the job over. It was a good job -- very nice work - and I said to him, 'Why do you come to me for this work? Were you not satisfied with the printing of it?' 'Oh! yes,' he said, 'the printing is all right.' 'Well,' I said, 'why don't you stay with that printer?' And he didn't know what to say. He wanted that work done cheaper and he would have gone from me to some one else, and so on. Now, there is another thing that we suffer from, and that is work going East. The cost of printing may be a little higher here on the coast than in the East. Labor is higher, freights are higher - but everything else

is proportionately higher. Merchants here, looking to the residents for custom, send many large orders East. One house in the spice business obtained prices from the houses in the printing and lithographing trade here, and while these houses made as low a price as possible and the lithographing and printing houses on the coast do as good work as can be done anywhere, yet the work, amounting to about \$35,000, has gone East. This is surely contrary to the spirit that is making San Francisco."

The speaker referred to the struggles between the employers and the employees in characteristic fashion, and of the joy of a friend in the Typothetæ over what they had knocked out of the union, which the speaker considered more than counterbalanced by the substantial elements elided from the Typothetæ by the tactics of the union. He was interested in the proposition now before him. The printing business was a fine business. The printer had to know more than most people to be a printer, in fact, more than most business men. A banker was inferior to a printer—outside of his calculations and interest tables—for the printer must be a man of broader experience. The printer ought to realize this and in himself as far as he can, dignify his own calling. (Applause.)

Mr. George L. Alexander, manager of the San Francisco American Type Founders Company, on being called on to speak, rather deprecated the idea of being asked to make a speech, as he had no intimation that he was on the list. That we had succeeded so far in getting the various interests together in discussion was a remarkable achievement. When Mr. McQuilkin suggested the idea to him some weeks ago he laughed at him. He did not think it was possible. Now it was an actuality. He welcomed the new era, for it made possible the clearing away of misconceptions of various kinds that fostered distrust in the trade. Distrust is lack of confidence and the restoration of confidence is the prime need in the printing trade. The speaker said he was quite aware that he was subject to severe criticism on the matter of the extension of credits. He doubtless had made many mistakes, and probably would make many more - yet these mistakes were not of the deliberately calculated kind which sacrificed the trade for the sake of an order. His company had met the crisis of the disaster that had overtaken San Francisco in the spirit due the magnitude of its enterprise and resources, and had equipped all printers whose credit had been good before the fire irrespective of the fact that many were then without a dollar. They had only their reputation to stand on - and the American Type Founders Company thought that good under the circumstances; he had yet to be shown cause why he should change his opinion, even supposing that under the irregular competition of recent months some had gone down to defeat. The plan of consultation now under consideration with representatives of all the interests, by which all the facts of any irregularities could be fully ascertained and remedial measures instituted, could be productive of nothing but good, for no harm can result. The speaker cited instances wherein he had been waited on by employing printers who suggested that he refrain from filling orders sent him by certain printers. These orders he had been almost prepared to fill, but on investigating the representations made to him and finding that they were true and that all the circumstances made the proposed credit decidedly unsafe, as the customers were obviously untrustworthy, he had declined to fill them. This was well enough in its way, but the procedure was irregular and unbusinesslike. The plan under consideration would clarify the business atmosphere, and place within the knowledge of all the interests the true facts, and each would do that which its best interest demanded and therefore what was best for the trade. The speaker stated it was obvious that the present movement so auspiciously begun was the culmination of the efforts of the Franklin Association. That association had been held together by the unselfish devotion of a few men. They appreciated the fact that their platform needed some element of stability, but they held on, working in the hope that that something might materialize. When Mr. McQuilkin came here and looked over the situation he could have done little or nothing if that association had not been in existence and ready to work with him. This new plan did away with no beneficial activity of any of the associations of employing printers. It comprehended them all, giving at the same time a breadth and unity that assured them a permanent life. It should be kept steadily in mind that the Franklin Association had earned a debt of gratitude as the foundation of the work now before us. (Applause.)

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Mr. George A. Tracy, president of San Francisco Typographical Union and president of the San Francisco Allied Printing Trades Council, was the next speaker. Mr. Tracy said that he had already given full expression to his views at the previous meeting. The worker and the employer were more frequently at variance through misunderstanding and personal prejudice than because of the merit or demerit of the real issue. That a variation in prices for printing existed of as much as one hundred per cent or more showed very clearly that there was a very pronounced misunderstanding between employing printers themselves. There was only one thing they were sure of and that was that they all had to pay the same wages every pay-day. Some employers might consider this a hardship, and yet they accused the supply people of discrimination in certain directions. This was an inconsistency that was its own refutation. The skilled workman was organized and he proposed to deliver to the employer a service covering a certain time for a certain price. That time and price was fixed and determinable on the nature of the service, and if it is true that the more exacting the service the higher the mentality required to give it efficiency the standard of living required by that mentality must be relatively higher and command the remuneration adequate to its needs. For the employer to seek to depress this is an economic contradiction. He in turn must sell this service to the public and if he does not obtain his just due from that source he has failed in his duty. Nevertheless, organized labor does not regard the efforts of the employer with an eye indifferent to his success. Men were pretty much of the same sort of clay. It did not require very much acumen to discover that if the trade was not prosperous the working surroundings would be proportionately objectionable and the effort to secure reasonable wages and permanency of employment of increasing difficulty. This was leaving out of the question the undeniable but often denied fact that there is a sympathy between the employer and employee, for no man can do satisfactory work in which he is not interested. The union has much to contend with, and if its main efforts had not been demanded to preserve its life, the breadth of its activities would have been more apparent to-day. Its emergency measures have at times worked against its own best interests. It has made mistakes as all human institutions have - but it had at least learned from these mistakes and has endeavored not to repeat them. Under certain conditions coteries of workmen have in reprisal adopted the self-debilitating practice of limitation of output, against the economic fallacy of which the union has steadily set its face. The effort of employers should be in hiring men to get, as Brother McQuilkin says, all of their ability - their hearty and intelligent cooperation. The lack of candor between employer and employee is a deplorable fact. The workman has not much margin after he has paid out of his wages his living expenses and those unexpected sundries that make inroads even on a larger income. With the uncertainty of employment in his mind, it is practically impossible for him to give that entire devotion to his tasks, be he ever so willing, that he could give if there existed some understanding in the trade that his present vocation had some assurance of permanence. The speaker said that the idea of a conference committee between the interests gave promise of better things for all. So far as he was able and so far as his influence extended he would give the proposition his most loyal support. (Continued applause.)

Chairman: "I think that if we had been able to listen to talk of this kind in the past we would be in a very much more prosperous condition to-day. I am sorry that there are not any of the paper-trade people here to-night, but I understand that there was a misconception on their part in regard to the representation desired—they thought employing printers only were invited. However, we have their assurance that they are ready to cooperate, which is really the vital point. I think that we may now hear the report of the joint committee, of which Mr. George F. Neal is chairman—Mr. Neal." (Applause.)

Mr. Neal stated that practically the report of the committee, with the exception of the constitution and by-laws, which would be submitted later for ratification, had appeared in the call for the meeting. In order that everything should be done in its due sequence he would read the report of the proceedings of the committee in full:

PROCEEDINGS OF THE JOINT COUNCIL OF THE EMPLOYING PRINTING TRADES, SUPPLY HOUSES AND ALLIED PRINTING TRADES COUNCIL OF SAN FRANCISCO.

At a special called meeting of the interests in the printing trades held on December 30, 1908, to devise methods for the establishment of a recognized standard of trade usages, and to take steps to organize the employing printing trades of San Francisco, the chairman, Mr. Charles A. Murdock, was authorized to nominate and appoint a committee from each interest to meet for the purpose of presenting a tentative plan for organization and for future action.

In accordance with these instructions the chairman nominated the following committee:

Mr. George F. Neal, Neal Publishing Company.

Mr. John Kitchen, Jr., John Kitchen, Jr., Company.

Mr. I. Zellerbach, Zellerbach Paper Company.

Mr. George L. Alexander, Manager American Typefounders Company. Mr. George A. Tracy, President Allied Printing Trades Council.

Mr. George A. Tracy, President Allied Printing Trades Council.
Mr. W. Dickinson, Superintendent, H. S. Crocker Company's Pressrooms.

The committee met at 2:30 p.m. on Saturday, January 9, 1909, at the Merchants' Association Room, Merchants' Exchange building, San Francisco; all members present, including Mr. Charles A. Murdock and A. H. McQuilkin, the latter by invitation.

Mr. Murdock called the meeting to order and stated the object of the meeting as stated above, suggesting that Mr. George L. Alexander act as secretary. There being no objection it was so ordered. Discussion following, in which it was shown that all interests were agreed to the proposition that by joint consultation the general condition of the printing trades could be vastly improved through the adoption of comprehensive plans of action. Mr. George L. Alexander moved, seconded by Mr. John Kitchen, Jr.:

WHEREAS, That inasmuch as the employees engaged in the printing trades are thoroughly organized, and the supply houses have a fair basis of understanding, and it is their desire and purpose to cooperate and affiliate with the employers to the end that the interests of the trade may be benefited; therefore it is by the committee representing these interests and the representatives of the employers hereby

Resolved, That it is the sense and the recommendation of this committee that the employers form a compact organization for the purpose of acting with the other organized interests here represented, in considering all matters appertaining to the trade in general, and that inasmuch as an organization of some of the employing printers is already in existence, known as the Franklin Association of San Francisco, this committee recommends that the said organization be used as a basis for a more perfect association. That a committee be appointed to frame and propose such changes in the constitution and by-laws of said Franklin Association as may be deemed necessary to carry out the purposes involved in an organization on the broader basis outlined. (Carried.)

Moved by Mr. I. Zellerbach, seconded by Mr. Alexander: That the representatives of the employing printers on this committee, Mr. Neal and Mr. Kitchen, be appointed a committee to revise the constitution and by-laws of the said Franklin Association, and that Mr. A. H. McQuilkin act with said committee. The committee to submit their proposals to a called meeting of employing printers, said call to be issued when the committee is ready to report. (Carried.)

Moved by Mr. Alexander, seconded by Mr. Tracy, that Mr. George Neal be nominated and elected president of this joint council. (Carried.)

There being no further business the meeting was declared adjourned.

George L. Alexander.

Secretary

San Francisco, Saturday, January 9, 1909.

Mr. Neal invited attention to the fact that the present meeting was for the express purpose of organizing employing printers only. The purposes of that organization would be broad enough to meet every contingency, and it was not too much to expect that its development would include a national organization of employing printers. The best features of the Printers' League of New York were included in it, and of all the Franklin associations as well, it discarded nothing and it amplified all the activities of employers' associations everywhere. Singularly enough, it was effective through its simplicity, for it asked no agreement from organized labor or from the supply interests beyond that these factors in the printing trade should appoint representatives to meet in consultation with the representatives of the employers. It made little difference how many employers joined now, so long as the unions and the supply men were agreed to meet with a few of the employers, for the influence of that council would be effective on the unaffiliated employer as well as on the affiliated. The vital element in the council was the verification of and reasons for the reported practices of employing printers. Just how far the activities of the council would extend would develop as occasion and circumstances would demand. No coercive measures would be recommended and no agreements entered into. Every factor's self-interest would dictate to it what measures to take to remedy the evils within its power to reach. Publicity, not mere idle report, but publicity of verity was the prime idea. There would be no large outlay of money for any purpose, for it was not needed. A secretary and a place of meeting and clerical help was the only expense attached to this proposition. It was suggested that an initiation fee of \$5 would be just and that the dues be classified according to the payroll, ranging in two classes from \$2 to \$6 per month. The constitution and by-laws had been prepared and printed and would be distributed. They were also pasted in a book and after they were read, and, if necessary, amended and accepted, he would ask the chair to invite all employing printers present who were so disposed to come up to the desk and sign their names. The proposed constitution and by-laws are as follows:

CONSTITUTION.

ARTICLE I.

NAME.

This Association shall be known as The Franklin Printing Trades Association of San Francisco, and shall not be dissolved so long as there are three dissenting members.

ARTICLE II.

OBJECT.

Section 1. The objects of the organization are to encourage and foster a feeling of friendship between the employing printers, bookbinders, lithographers and other employers connected with these industries; to devise ways and means for bettering the condition and advancing the interests of the industry in general and in San Francisco particularly. To stimulate the individual membership to an active interest in each other, thereby securing a better understanding between the members engaged in this industry; to encourage the making of agreements between employers and employees and such other party or parties as may be deemed best for the trade; to promote the settlements of disputes by conciliation and arbitration, thereby discouraging strikes; to effect a more thorough organization with a view to improving the condition of the industry in every possible way.

ARTICLE III.

MEMBERSHIP.

SECTION 1. This organization shall be composed of persons engaged as employers in the printing trades, including printers, bookbinders, lithographers, engravers, stereotypers and electrotypers who are employers of union labor, and such other persons connected with the printing industry as may be deemed desirable members by the organization.

ARTICLE IV.

SECTION 1. The officers of this organization shall consist of a President,

Vice-President, Secretary, Treasurer and an Executive Committee consisting of three members.

SEC. 2. The President shall preside at all meetings of the organization;

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SEC. '2. The President shall preside at all meetings of the organization; he shall enforce order and shall appoint all committees not otherwise provided for, and transact such other business as may by custom pertain to this office.

Sec. 3. The Vice-President shall assist the President, and in his absence preside and perform the duties of the office.

SEC. 4. The Secretary shall keep a record of the proceedings of every meeting; he shall keep a membership roll containing the names and addresses of members; he shall keep proper account books, countersign all checks drawn on the treasurer, and discharge such other duties as pertain to his office and as are prescribed by the Executive Committee.

SEC. 5. The Treasurer shall have charge of the finances of the organization; shall keep a strict account of all moneys received and paid out and shall execute a good and sufficient bond to the organization in such sum as may be required by the Executive Committee, to insure the faithful performance of his duties as Treasurer; the cost of said bond, however, shall be charged to the organization. He shall pay out money only on vouchers which have first been approved by the President.

SEC. 6. The Executive Committee shall attend to all matters referred to it by the organization. It shall be its duty to make a report to each meeting; to formulate measures and to suggest remedies for immediate and permanent benefit; to act as a conciliation committee in such matters as may be referred to it by the organization; it is also empowered to call special meetings, and in the name of the organization to act in all public matters; and shall have power to direct the movements of all officers and agents, and to deal with all minor grievances that may come to its notice between the regular sessions of the organization. It is also empowered to sit in conference with committees of a like nature representing any or all interests connected with the printing industry.

ARTICLE V.

ELECTIONS.

SECTION 1. All officers shall be elected for the term of one year, except in the case of vacancies, when the term of office shall be for the part of the unexpired term only.

SEC. 2. When from any cause an office shall become vacant it shall be filled by election as soon as practicable after receipt of notice of said vacancy.

SEC. 3. The regular officers of this body shall be nominated at the stated meeting in November of each year and elected at the stated meeting in

December of each year.

SEC. 4. A majority vote of all members present shall be necessary to a choice at any election.

ARTICLE VI.

REVENUES.

SECTION 1. The revenues of the organization shall be derived from a per capita tax levied monthly, due and payable on the first day of each month.

BY-LAWS.

ARTICLE I.

MEMBERSHIP.

Section 1. Applications for Membership —All applications for membership shall be made upon a form provided, and an initiation fee of Five (\$5.00) Dollars shall be paid by the applicant to the Secretary and endorsed by him on the application.

SEC. 2. The Secretary on receipt of the initiation fee and such satisfactory information as to the applicant's qualifications, shall report the same at the next stated meeting of the organization. In the absence of objection, the application shall be approved. If objection is raised, a two-thirds vote of the members present shall be necessary to elect.

SEC. 3. The monthly dues shall be based upon the pay-rolls of the members in the following proportions: Under \$100 per week, \$2 per month; over \$100 and under \$400 per week, \$4 per month; \$400 and over per week, \$6 per month.

ARTICLE II.

MEETING.

SECTION 1. The regular meetings of the organization shall be held on the first Thursday of each month at 8 P.M. Ten members shall constitute a quorum for the transaction of business.

SEC. 2. Special meetings shall be called by the President on request of the Executive Committee, or on the application of five members, when no business shall be transacted other than that stated in the call.

ARTICLE III.

DUTIES OF OFFICERS.

SECTION 1. The duties of the President, Vice-President, Treasurer and Executive Committee shall be as provided in the Constitution.

SEC. 2. It shall be the duty of the Secretary:

- (a) To receive and collect all sums of money on behalf of the organization and to give his receipt for the same.
- (b) To keep true and accurate account of the moneys received and expended.
- (c) To report to each regular meeting the receipts and expenditures of moneys during the month.
- (d) To deposit with the Treasurer immediately upon receipt all moneys in excess of Twenty (\$20.00) Dollars, provided the Secretary may use the sum not exceeding Twenty (\$20.00) Dollars per month as an office fund from which to make petty cash disbursements.

(e) To keep a correct record of the transactions of each meeting, spreading in full upon the minutes the notices of amendments, resolutions, the substance of reports, the recommendations contained in reports and action taken thereon, etc.

(f) To conduct the correspondence of the organization, issuing notices of meetings, and such other matters as the organization may direct.

(g) To keep a register wherein each member's name shall be inserted in such manner as to show when he was admitted, when suspended or expelled, withdrawn or died; which book shall be a roster of the organization.

To notify every member over two months in arrears, and report such delinquents at each regular meeting.

(i) To keep and maintain an office and telephone as headquarters of the organization and for the use of members

(j) To do and perform such other labor and duties as may from time to time be enjoined upon him by the Executive Committee.

Salaries - The Secretary shall receive a salary not to exceed One Hundred and Fifty (\$150.00) Dollars per month, with leave of absence at the discretion of the Executive Committee.

ARTICLE IV.

AMENDMENTS.

SECTION 1. No amendment or alteration shall be made in the Constitution or By-Laws of the organization unless by vote of two-thirds of the met bers present at any regular meeting. All motions for amendment shall be presented and referred to the Executive Committee one month previous to the same being acted upon.

ARTICLE V.

RULES

Roberts' Rules of Order shall govern the meetings of this Association and the Executive Committee, except as otherwise provided for in these By-Laws. ORDER OF BUSINESS.

Roll Call.

- Reading of Minutes.
- Report of Secretary. 3.
- Report of Treasurer.
- Report from Executive Committee.
- 6. Reports from other Committees.
- Unfinished Business.
- New Business
- Adjournment.

The Chair: "What is the pleasure of the meeting. Shall we consider the constitution and by-laws section by section or -

A Voice: "I move that the report of the committee and the constitution and by-laws be accepted as read. Amendments may readily be made at future meetings as our needs and experience may require."

The motion being duly seconded, the report of the committee on constitution and by-laws was declared accepted

unanimously.

The Chair: "We now have a constitution and by-laws. This is very good. Will all those voting kindly step up to the desk and sign? There will be a recess for fifteen minutes for that purpose, and meantime the copies of the constitution and by-laws will be distributed to those who have not already obtained them."

All the employing printers present signed.

The Chair: "Nominations are now in order for officers of the Franklin Printing Trades Association."

Mr. L. Osborne: "I nominate Mr. Charles A. Murdock for president."

Mr. G. D. Phillips: "I second the motion."

Mr. Murdock protested vigorously and continuously, stating that he was already on so many committees that his business was suffering. The speaker gave a list of the works he was engaged in and it was certainly formidable, declaring again that while he appreciated very deeply the honor the meeting was trying to thrust on him, that it was impossible for him to accept it.

Mr. Phillips: "I thought we were making a good selection for president of this association, but until Mr. Murdock recited all his qualifications I did not know really how good. It is a compliment to our judgment. Now, gentlemen, we must overcome Mr. Murdock's disinclination to

serve."

Mr. Murdock, after many promises of assistance on the part of those present, was declared duly elected.

Mr. Neal stated that for the office of vice-president he desired to place in nomination the name of a man who has

for the past sixteen months sacrificed much of his time, money and service in the effort to establish an organization in San Francisco, and it gave him great pleasure to nominate Mr. Isaac O. Upham. Nomination seconded and on motion nominations declared closed. Upon vote, Mr. Upham was the unanimous choice for vice-president and declared elected.

Mr. Louis Roesch, in a complimentary speech, placed in nomination for treasurer the name of Mr. Grattan D. Phillips. Nomination seconded and nominations declared closed. Upon vote Mr. Phillips was the unanimous choice for treasurer and declared elected.

For secretary, Mr. I. O. Upham placed the name of Mr. George B. Goodhue in nomination. Nomination seconded. The chair stated that there could be no doubt about this nomination meeting the approval of all present. Nominations declared closed. Upon vote, Mr. Goodhue was the unanimous choice for secretary and declared elected.

Nominations for the executive committee of three being in order, the names of George F. Neal, L. Osborne, John Kitchen, Jr., Louis Roesch, and E. H. Abbott were presented in regular form and nominations seconded. Mr. Roesch stated that it would be impossible for him to serve. Ballots were distributed and Mr. Upham and Mr. Goodhue appointed tellers. Mr. Neal received 16 votes, Mr. Kitchen 14, Mr. Abbott 11, and Mr. Osborne 7, and the first three were declared elected members of the executive committee.

President Murdock: "Gentlemen, this is most gratifying. I may say, as I have said before, that this association and its plan seem to me to have the assurance of great success. We are, I am sure, under deep obligations to the gentleman from Chicago who has worked so earnestly to bring about this consummation. I therefore propose that we tender a vote of thanks to Mr. A. H. McQuilkin, editor of THE INLAND PRINTER. A standing vote, gentlemen."

A. H. McQuilkin: "Mr. President and Gentlemen, this is a very great honor. I deeply appreciate it and thank you. You have, I think (in achieving this association) done a momentous work and one that I feel will bring great results. What little I have been able to do has been done in association with gentlemen with whom it was a great pleasure to work, and it is the culmination mainly of their work up to this time. I thank you." (Applause.)

There being no further business the meeting was declared adjourned subject to the call of the executive com-

A PLEA FOR NEW SYSTEMS AND METHODS.

William H. Van Wart, recording secretary of the Printers' League, spoke at the annual dinner of that organization and touched on several subjects of general interest, such as the evil influence of some traditional practices and the need of technical education. Space limitations prevented the publication of this in our report of the dinner and we make amends now:

"I think I have found the cause of much of the trouble that besets the employing printer of to-day: He will follow copy! As the story of the faithful old compositor goes, he follows it even if it goes out of the window and he breaks his neck. At any rate, we know some printers who have 'gone broke.' As a boy and as a journeyman compositor he has been so thoroughly trained by foreman and reader to mind his own business and 'follow his copy' that he develops a sort of subconscious mind that continues to work in this direction even after he gets to be an employer. He sees much that is imperfect in the copy he handles, so many slips made by noted writers; and as he sometimes gets rapped for his pains if he points them out, and gets so little thanks when he scores a good one, he is

apt to become narrow and cynical and critical of all new and broadening ideas, and this to his own hurt.

"Traditions govern most business places and it is hard to get away from established customs. As a boss he estimates on a job and may guess at the cost of some items and forget other items entirely; he may have too much system, or he may have no system at all. He may land the job only to find his mistakes later; but, pshaw! That's the way it's always done! He's followed copy!

"He makes up a nice little dummy! a plan, if you please, a nice working plan; it costs him some money and some of his own valuable time and ideas are used up. The dummy is submitted and falls into the hands of some smart clerk in charge of the customer's printing, some chap who has taken a course of instruction in advertising from a correspondence school or at the Y. M. C. A. He seizes it and goes the printer one better, perhaps. That's easy, you know, just as easy as beating a railroad train—all you have to do is to walk through the cars while the train is going. In the end the job may go to some other printer, but he submitted a dummy and the other fellow gets the benefit of it. But that's the way it's always been done—and he follows copy!

"Mr. Printer looks on with envy as he sees the plumber and the carpenter, the architect and the contractor make money. The plumber charges for charcoal and tacks, and seems to reckon his time from the hour you call him on the 'phone to talk about the job. The carpenter charges for the slightest alteration, or starts your job in great shape, works two days and then you can await his convenience while he secures some more jobbing work in the same fashion. The architect charges you for your plans, whether you accept them or not. The contractor always gets his money in instalments as the work progresses; Mr. Printer can wait until the job is completed, however, before he gets any money, even though the customer has delayed the job for months.

"It is a rare thing for a printer to get any money until the job is completed. It's always been done so — he's following copy!

"About here is where the copy blows out of the window or ought to.

"Or, if Mr. Printer doesn't go broke perhaps he likes to fight trades unions. He 'proposes to manage his business to suit himself,' etc. By the way, this expression ought to be copyrighted, lest it become too common property.

"In all seriousness, gentlemen, haven't we been too shortsighted in our treatment of our workmen? Haven't we too often treated them as mere machines, forgetting that the spirit in which they render service is all important? You may be able to buy a perfect machine for a great deal less than its real value and it will do good work for you. The fact that it was bought cheap does not impair its usefulness, but if you take advantage of a man's necessities—and you can do this either as individual employers or collectively—and pay him less than he feels and knows he is worth, you put a handicap on that man. There will be many an hour when bitter thoughts will fill his mind and prevent him from giving you his best work.

"Manufacturers everywhere are looking out for the best and most improved methods, machines and appliances to reduce cost. They are seeking to know the true cost of the various items that go to make up the total cost of their product.

"In our business is not our labor bill by far the largest? Have we asked ourselves in all seriousness if we are handling this matter in the best way to secure the largest results? Human nature is the hardest thing in the world to deal with, but when properly handled it becomes one of

the most potent factors in any business enterprise. Generals have lost battles because they lacked the ability to reckon with this factor, and many a foreman or superintendent is a flat failure for the same reason.

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"I don't recommend that we should establish great philanthropic features in our business, for oftentimes that is the very worst way to treat the matter. Our Creator has made us with widely different tastes and ideals; therefore, to compel men to do things our way, and especially those things that pertain to the life of the men outside of the shop, will always be a failure — no matter how good our way or how sincere we may be. It's against nature. We need more justice, sincerity, common sense and tact.

"In looking back do we not find that many of our difficulties with our men are often due to foremen or others who come between us and our men? The facts may not be fairly presented either to them or to us. We should be very sure that we are not misrepresented to our employees and their position is not misrepresented to us. While maintaining proper discipline, the way to the head of the establishment should be open to the humblest employee, if he thinks that he must use it. In a large establishment this is impossible, but if there is a right spirit on the part of the employer he will find means to accomplish the result.

"The old saying, 'Like master like man,' is true. We complain bitterly of the demoralization of our business and the trade conditions under which it is carried on. Would it not be well to pause and ask if we are not to blame for very much of it ourselves? For each one to ask himself, 'What is wrong with me?' Instead of trying to kill the unions, why not admit that our men have as much right to organize as we have—just as much right to the closed-shop principle as have the ministers, the lawyers and the doctors? Why not start where we find ourselves and themselves? Know their rules and take a hand ourselves in interpreting and applying them—let us know the why and wherefore? If good and proper rules, enforce them everywhere—live up to them, in letter and spirit. If bad or impossible, seek by all honorable means to change or repeal them.

"These are some of the things the Printers' League stands for.

"If you must still 'follow copy,' get a fresh 'take' and follow that. Follow these League principles that have been tried out for two years. Bring back to the 'copy desk' the 'take' you have been following—'kill' what you have 'set' and 'get up' some new (gray) 'matter.' We of the League have changed our editorial policy. We are following new 'copy,' and we can 'justify the matter,' and we don't have any more 'squabbling.'

"True, we may squeeze the 'typos' when they ask for more 'quoin'—and in their hearts they may wish for mallet and planer to spoil our 'face,' but we have heard these startling sounds before breaking upon the quietness of the room; they don't fool an old printer—he's been something of a bluffer himself. It may be very 'imposing,' but it is quite unnecessary.

"Just at this point, when things are getting rather warm, we reason together, the League principles are 'felt' and they 'prove' O. K.

"Let us stand 'shoulder to shoulder'—upright 'types' of men, our 'lines' even and well within 'rules' that we shall mutually agree upon, and treat with one another on the dead level. If there are any crooked 'types' among us or any that can not stand squarely on their own 'feet,' either at the head or at the foot of our columns, consign them to the proper place provided for such in all well-

regulated printing-offices. Then we shall be in proper 'form' to make 'impressions' for the good of all.

"Come with us and have a part in establishing the new order of things under which we shall have our own trade schools, from which we may secure competent journeymen instead of the half-educated help we now have to put up with. Let us stop the making of incompetent printers by the reform schools and orphanages - half-trained boys made to believe they are being taught to be printers and finding too late that they have only been instructed in plain type-setting, for which there is already an overplus of help: men who have been displaced by machines and who are too old to become good operators. Why train up ignorant boys who do not know even how to spell to compete with these older men who have spent their lives at the case? I don't blame the unions for kicking at such things. It's a rank injustice to the boys, to the old men and to the unions, and to the bosses if they are shortsighted enough to employ men who have been thus trained.

"Let us take the best ideas from the German technical schools, avoiding that which stifles initiative or that savors of paternalism. Come with us and help to make it possible for your boy and mine to get as good a technical education as we expect our young doctors or lawyers to have. Why, our farmers are ahead of us in this matter, for they are giving their boys this sort of an education, and the result is a very marked increase in the farmer's profit.

"'Professors of the art preservative of all arts,' we are called. Gentlemen, we have the name—let's have the game! The demand for trade schools is in the air; they are coming, and they are coming soon. Don't compel our boys to beg or steal their trades from partially instructed workmen, for even a good workman may lack the ability to teach. There are better men and in our unions, too. In fact, I don't take much stock in a workman who thinks he is too good to stand up and be counted with his fellows, or too mean to bear his share of the expense of running his trade organization, but entirely willing to receive its benefits, or so smart that he thinks he can go it alone. With such men you will generally find something lacking—most likely it is the straightforward, manly spirit that is missing.

"President Eliot, of Harvard, is advocating trade schools; so is President Roosevelt. With such backing, allow me to urge the adoption of 'my policies.'"

POINTS FOR PRINTERS.

To keep the imposing-stone white and clear of ink, etc., give it an even coat of ordinary paste on a Saturday evening; by Monday morning the paste will have become dry and, in curling upward, lift every particle of the dirt from the stone. Be sure to put the paste on thick enough, so that it will have sufficient strength when drying to "lift" the ink and accumulations.

Get 10 cents' worth of cottonseed oil, 10 cents' worth of sulphuric ether and 5 cents' worth of oil of cloves at the drug store; place all in a large bottle, and add a little kerosene, shaking all well together. A drop or two of this added to the ink on the disk at night and well distributed will keep the ink from drying on the press over night, leaving it ready to start in the morning. I have used this on a cylinder press with extra quick-drying book ink, and the ink was in condition to use after three days' time. It will not interfere with the common inks used.

In printing forms where a rule or border runs up and down, a piece of six-point reglet placed between one end of the chase and the hook that holds it in place will be found to overcome the difficulty of uneven distribution.—
C. M. Mahool, in Practical Printer.

Translated for THE INLAND PRINTER.

A DEVICE TO PROMOTE SPEEDIER HAND-COMPOSITION.

BY OUR SPECIAL CORRESPONDENT.



ONTEMPORANEOUSLY with the inventors who have given their attention to improvements in composing machinery, others have directed their efforts to methods for increasing the speed of composition by hand. A recent invention of this sort was that of Christian Stutzgen, which, however, secured

no general popularity, possibly because of its large first cost. A newer and cheaper device, having the same object, is now, according to the Oesterreichische-Ungarische Buchdrucker-Zeitung, presented by Herr Albert Stolzenwald, of Berlin. This invention, which is called Eilgriff-böden—literally "speedy grab bottoms"—consists of

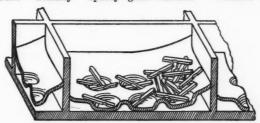


Fig. 1.

specially prepared inlays placed in the compartments of type-cases. As is well known, type lodge on the bottoms and in the corners of type-boxes, so as to make it difficult for them to be picked up readily, sometimes even requiring the aid of a bodkin to pry them out, thus impeding the work of the compositor. To avoid this is the object of Herr Stolzenwald's invention. The inlays are made of durable pulp-board, having a highly polished surface and bent at the corners to do away with the angles of the boxes. At suitable intervals there are circular depressions, as shown in the illustrations, the diameters of which are less than



the length of a type. These prevent any letters lying flat on the bottom of the case; they will always assume positions in which they are easily picked up by the fingers, as shown in Figs. 2 and 3, when there are but few type in a box. The box inlays, being rounded at the edges, also lighten the work of cleaning cases. As the result of a number of experiments made by other compositors, the inventor calculates that an increase of ten per cent in speed is possible by means of his device, which he has patented in Germany.

A NOTABLE BOOKLET.

An exceptionally high-class bit of advertising literature is a booklet recently issued by the Randall Printing Company, St. Paul, Minnesota, and entitled "Grist for the Mill." The booklet is the result of the joint efforts of two new members of the Randall Company — Mr. George W. Hall, formerly of the Cargill Company, Grand Rapids, Michigan, and Mr. S. P. Fowl, formerly of the Wright & Joys Company, Milwaukee. As an example of typography and colorwork it is all that could be desired.

JOB COMPOSITION

BY F. J. TREZISE

In this series of articles the problems of job composition will be discussed, and illustrated with numerous examples. These discussions and examples will be specialized and treated as exhaustively as possible, the examples being criticized on fundamental principles—the basis of all art expression. By this method the printer will develop his taste and skill, not on mere dogmatic assertion, but on recognized and clearly defined laws.

Although perhaps secondary in advertising value to the cover, the inner pages of the catalogue or booklet must be thoughtfully considered and carefully worked out. The argument that first impressions are of the most importance, and that therefore the cover should be striking and effective, is well enough, but to turn from a handsome and attractive cover-design to inner pages that are but "thrown together" is far from pleasing. The most successful piece of printing is the one which "holds together" from cover to cover—all of the pages designed and

AKE VILLA, ILL.—For lovely, restful surroundings, with all the gaiety the heart can wish close at hand, Lake Villa and Fox Lake are unequalled. In season wild forsi shooting to the best, as thoutand the state of the lates in this vicinity cover myriads of pickerel, bass, and smaller would "a fishin 'go' may be sure of sport of the best kind.

Cedar, Deep, Sun, Crooked, Sand and Hastings Lake a are drive through the lovelest country imaginable. At this station passengers take omnibus for the four-mile drive to Fox Lake.

Hotels

Lake Vill Hotel Sand Canadity Per day Per week Sand and Hastings Lake as are drive through the lovelest country imaginable. At this station passengers take omnibus for the four-mile drive to Fox Lake.

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Fig. 1.— The illustration is placed in a pleasing position, much more so than if it were in the center of the page from top to bottom.

arranged to bear a decided relation one to the other. There must be a harmony between all the different parts—otherwise the catalogue or booklet will bear the characteristics of a commercial scrap-book.

The first consideration, of course, is the stock. If halftones are to be used the smooth-surfaced stock is necessary, but otherwise the printer has the choice of the many antique papers now on the market. Too much of our booklet and catalogue printing is done on coated stock, and our personal opinion is that, unless it is absolutely impossible through the use of half-tones, the antique stock should be employed.

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Next comes the consideration of margins, which must, of course, be decided upon before the work of laying out the page can proceed very far. Let the margins be generous, whether for the large catalogue or the booklet



Fig. 2.—This page shows an interesting division into spaces which are in proportion one to the other.

designed to fit the ordinary envelope. While the nature of some designs calls for narrow margins, the usual page arrangement would lend itself readily to more margin than it receives. The catalogue or booklet is held in the hand and read; it is not necessary to read it at a distance, and for this reason it is better to even sacrifice a little in type size and set it in a smaller face than to spoil the effect as a whole by narrow, cramped margins. However, in the great majority of cases this is unnecessary, for if instead of centering the type on the page the printer will allow less to the back margin than to the front margin the effect of a generous amount of white will be secured. A cheap pamphlet looks well enough with the pages centered, and, of course, special designs necessitate it on some catalogues and booklets of the higher class, but in most instances the treating of the double page as the unit, drawing them close together, so that in the open book they

appear related rather than each one by itself on a page, will give greater satisfaction. The relative amount of back and front margins, as well as those of top and bottom, is a matter of much discussion and much variation. If, however, the printer will divide the total white space available for the front and back margins into five parts, and then give two parts to the back margin and three parts to the front margin, he will almost invariably secure satisfactory results. To illustrate, we will suppose that the difference between the width of the type page and the width of the paper is fifteen picas. This represents the total amount available for the front and back margins. We divide this space into five equal parts three picas to each part - and allow two parts, or six picas, to the back margin, leaving three parts, or nine picas, for the outer margin. The same should be done regarding the top and bottom margins, keeping in mind,

RIVERSIDE COUNTY.

Only three miles south of San Bernardino lies the town of Colton, surrounded by fruit trees and in the midst of an agricultural district. Riverside, the mother of the orange culture of Southern California, extends along the valley of the Santa Ana River, six miles beyond. It is aurrounded by rugged hills and mountain ranges which rise in striking contrast to the tropical vendure of the valley. All about the lowlands are orange groves and avenues of shade trees, broad irrigating dithea and gradens of flowers, while great bondler-covered hills rise from this verdant plain, bearing aloft a sterile waste which can only be paralleled on the Mojave Desert. Farther off, across the valley to the north, lies the San Bernardine Range, colored by the atmosphere a parplish blue, a beautiful ever-present background for the picturesque valley.

When I speak of Riverside as the mother of the citrus industry, I do not mean that the fruit was first grown here, but that this colony made the first and most complexous commercial success of orange raising, and first introduced the now known Washington neithed which has been distributed from this point throughout the citrus district. The two original trees grown from cultings which had been imported at Washington from cultings which had been imported at Washington from cultings which had been imported at Washington from Son Bratil, still stant in the Riverside orchard, the parents of nearly all the orange groves of the State. For many years Riverside supplied had for the orange crop of Southern California, but the recent development of new districts has reduced this proportion to about a third. The actual number of carloads exported has, however,

Fig. 3.— A pleasing harmony of tone between text and illustration is shown in this example.

however, that in most cases the back margin should be the smallest, the top margin next in amount, the front margin next, and the bottom margin the largest of all.

The laying out of the catalogue page involves the consideration of a variety of essential items — among them the running-head, the initial letter and the placing of the cuts. Although either one of these features would furnish material for a chapter, illustrations of their use are shown herewith in the consideration of the page as a whole.

The placing of the cuts is a feature that does not receive the attention which it should. Catalogues and booklets are being sent out daily with the illustrations arranged in such manner as to spoil what are otherwise good jobs. Long, narrow pages, with cuts running across them in the center, dividing them into two exactly equal parts, are common. In the placing of cuts on a page we must consider the type as a surface which is to be broken up into spaces of various sizes and shapes by the cuts. Hence the whole proposition becomes a problem of the relation of these spaces one to the other—or a question of proportion. This being the case, the most simple method

of ascertaining the pleasing position of one cut on a page is to bring into use the principle above referred to in connection with the making of margins, and divide the page



Fig. 4.— A page on which the running head has been used as a basis of the decoration.

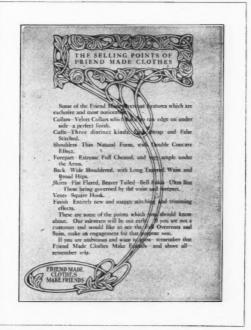


Fig. 5.— An unusual and pleasing page decoration.

into five parts, then centering the cut on a line giving two parts to the one division and three parts to the other—the keeping of the lower space the larger being usually the most effective. The results of this treatment are shown to advantage in Fig. 1, the cut being placed in a position approximating that mentioned above. One can readily see that this arrangement is vastly superior to placing the cut in the center of the page from top to bottom. The same division of spaces has been adhered to in the example shown in Fig. 2, with the result that the page is exceptionally pleasing.

Fig. 3 is shown as an example of a pleasing harmony between illustration and text. One can not but observe the similarity of tone which exists in this case.

In the running-head is afforded an excellent opportunity of adding decorative effects to the page. Almost innumerable are the varieties of design to which the running-head lends itself. In Fig. 4 is shown an illustration of the use of this feature to add attractiveness to the catalogue page.

In Fig. 5 the decorative running-head has been carried a step farther, and the ornamentation extended to the bottom of the page. The original of this job was printed in

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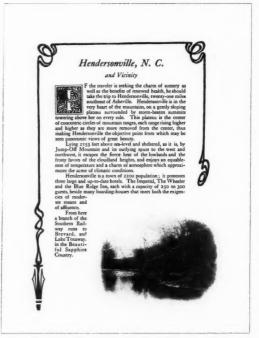
Fig. 6.— No expense is spared in the elaboration of the modern catalogue. Each page of the catalogue from which this was reproduced contained an entirely different design.

gray and black on white stock and the effect was unusually pleasing.

This is the age of the ornate and sumptuous catalogue, and no expense is spared in originating designs that will prove effective. Ornamentation does not stop with the running-head, the initial letter and the tail-piece, but whole-page decorations add brightness and attractiveness to the book. An interesting illustration of this page decoration is shown in Fig. 6. The catalogue from which this reproduction was made contains twenty-four pages of text, each one of which is embellished with a different border-design. The original was printed in a dark green and yellow-orange, on antique stock, the illustrations for

the book being printed on heavy plate paper and inserted between the text-pages.

In Fig. 7 is shown a page ornamentation which may be approximated in almost any printing-office with ordinary foundry material. Reversing the decoration for the oppo-



 F_{16} . 7.— A simple page decoration, easily approximated by the use of foundry material.

site pages, and placing the cuts all on the outer margins, together with running the decoration in tint, as was done in the booklet from which this page is reproduced, results in a very interesting and pleasing arrangement.

A FOOL BILL.

The bill in the Kansas Legislature which would compel the newspapers of Kansas to make sworn statements with regard to their circulation is another piece of foolishness. It was introduced by a representative from Barton county, who owns a little country paper, and who knows about as much about actual newspaper business as the proverbial pig does about the Sabbath. Mr. Feder, the author of this bill, evidently proceeded along the assumption that all the crookedness there was practiced in advertising negotiations was on the part of the publishers, and that is a pretty severe indictment of the Kansas publishers and the Kansas press. If the advertiser on the one side has increased security, what assurance has the newspaper publisher on the other that the advertiser will pay his bills? In the name of sense, wouldn't it be just as fair to compel the advertiser to pay his bills as it is to compel the newspaper to prove its published circulation figures?

More newspaper publishers get bilked out of advertising and subscription bills every year than there are advertisers who are imposed upon by bogus statements in regard to circulation. It is just such ill-advised and fool legislation as this about which members of a legislature as a rule know nothing that brings and keeps them under persistent criticism by the newspapers.— Leavenworth Times.

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PRESSROOM



The assistance of pressmen is desired in the solution of the problems of the pressroom in an endeavor to reduce the various processes to an exact science.

A REDUCER FOR NEWS INK (401).—"What is the best reducer for news ink—something that may be readily procured? I have used common turpentine with good results in drying, but I find the ink has a tendency of drying on the distributing board and rollers." Answer.—A compound made of two and one-half ounces of balsam copaiba to one pint of turpentine will make a serviceable reducer. Equal parts of dammar varnish and raw linseed oil is also used for this purpose. Another reducer is boiled oil thinned with turps.

FLY STICKS SOIL SHEETS (405).—"Kindly tell me how I can prevent the delivery fly from smutting the stock, as indicated by the enclosed sheet. The press is a ——pony with a rear delivery. The ink collects on the sticks and streaks the sheets." Answer.— Clean the sticks with fine flint paper; rub them occasionally with a block of magnesia or a piece of chalk. A set of sticks having "stars" will be a more definite remedy. As the sheet is delivered these "stars" tend to prevent soiling to some extent. They may be procured from dealers in printers' supplies.

A HALF-TONE CUT OF PENCIL SKETCH (392).— Submits a half-tone cut representing a pencil sketch taken from a photograph. The drawing gives medium shadows and high lights. The cut is printed in black on a background of light fawn tint on a medium grade of S. & S. C. book paper. The query is as follows: "Please criticize the enclosed specimen. Was too much ink carried in the black form?" Answer.— The sketchy effect would have been more complete had less color, by half, been carried. Work of this character will approach nearer the artist's idea when printed gray. The make-ready should have softened some of the harsh lines and thereby improved the appearance of the background shadows. These shadows should be made soft, just as the edge of a vignette cut.

Low Relief Embossing (403).—"I have been told that there is a way to build up on an ordinary impression with some powder so that the raised 'positive' or die so produced can be used against modeling board or wax to make a counter die and so emboss light work without metal plates. Is this so? What is the powder and is there some special ink or size required? Does your book on embossing cover this?" Answer.—Powdered asphaltum applied to a freshly printed surface will give a slight

relief. We doubt the efficiency of the method you describe, since the relief produced is so slight, amounting to .003 inch. This method is not described in "A Practical Guide to Embossing and Die Stamping," as it is of doubtful value. This book treats of the prevailing methods of embossing with the various dies.

SOFT INK ON BOND PAPER (400) .- Submits a bank check, 31/4 by 8 inches, printed on a good grade of wove bond-paper in a yellow-brown ink. The form is an electro of a zinc etching, the design is an imitation of litho checks, having fine parallel "safety" lines in the body. The ink is at fault, evidently possessing a weak body, as it causes the solids to print mottled. The make-ready causes weak spots to appear in the "safety" lines. The printer writes as follows: "Our customer complains, saying that the ink is too heavy to write on. Will you supply me a formula for an ink which will give this tone of brown ink, and will be suitable for this grade of paper? Any other suggestions will be appreciated." Answer.-A stiff ink should be used for this form on linen stock. An orange cover ink has a suitable body. Use twenty parts to one part of job black. If it is required add a small amount of dammar varnish. Do not use new or soft rollers with this ink, but use medium hard ones and have them touch the form lightly. The make-ready should be made on thin hard paper, spotted up with hard tissue and onion-skin folio. The tympan also should be hard. The spot-up sheet should be placed several sheets down in the tympan, and should be covered with a piece of hard cardboard or thin pressboard. Excellent work may be done on linen stock where stiff inks are used in connection with a hard tympan and properly constructed overlays.

HALF-TONE CUT IN Two Colors (402) .- Submits two half-tone impressions on coated bristol of the same scene, which is very contrasty. The view shows a river bordered by heavy timber. The foliage is represented principally by shadows and middle tones. The sky-line is high and shows heavy clouds, in one impression, while in the other this part is cut away entirely, leaving a clear sky. A 150-line screen is used, both cuts having the same angle. The accompanying letter says: "We are endeavoring to produce a calendar, and are trying to get results from two half-tone cuts, impressions of which we enclose. We do not seem to get any satisfactory results from the inks we have tried. To get results, what kind of ink should we use? What kind of varnish? Which plate should be run first? How many and what colors should be used? Is the sample of bristol board suitable?" Answer .- The cuts should be of different screen angles to obtain pleasing results. However, as it is you may by careful make-ready secure fair results on that grade of board. With the make-ready aim to prevent the middle tones, which are rather indistinct, from becoming solids. Print the cut with the clear skyline in a green-black or a dark-green ink. When dry enough print with the other cut over this impression with a tint made with a light varnish mixed with a green ink or a light orange, in proportion of one part of ink to two hundred parts varnish. With suitable cuts these combinations afford a pleasing contrast. In this case, however, you may find it necessary to modify the proportions to obtain the results you desire.

A LONG RUN ON A SET OF ELECTROS (398).— The life of a set of electros will normally depend upon the make-ready, the nature of the stock, and the number of impressions printed from them. A set of electros will depreciate from abrasion when used in connection with certain grades of ink, as in the case of brown inks having a base of sienna or umber. The following letter from Mr. J. F. Miller, 1831 North Capitol street, Washington, D. C., shows that electros, where carefully handled as to make-ready, will last

an indefinite period. "Almost any publisher would consider two hundred thousand impressions a fair run for one set of flat electros where quality of work is of importance. Uncle Sam's big print-shop has doubled that number of impressions from a single set of plates when Farmer's Bulletin No. 106, a forty-eight page inset pamphlet, went to press recently for the twentieth time since 1904, when the job was reset and electrotyped. This bulletin is entitled 'Breeds of Dairy Cattle.' The original set of plates are still in use and the pressman reports them as in excellent condition for more editions. Beyond a few imperfections due to frequent handling there has been no expense charged up worth mentioning, as the repairs were easily and quickly made. Getting a good start in the foundry, together with careful make-ready and presswork, there being many half-tone illustrations, account in a large measure for the staying qualities of this set of plates. The plates are run on a self-feeding two-revolution press. They are mounted on patent sectional bed blocks; thirty-two page forms are imposed by the pressman; time of making ready for a thirty-two page form, three hours. Tympan is white print spotted up with tissue."

PRINTING ON ROOFING MATERIAL (404).—Submits a specimen of roofing material having a surface as rough as crepe or crash paper, and of a light-gray color. The following letter explains what is wanted: "I enclose a sample of 'roofing,' upon which a customer wishes a solid design printed as follows: 'Solid back-ground of white, fourteen inches square; solid red form of smaller design with open letters to print over the white.' Can we handle this on a pony drum and do a good job?" Answer.— We do not believe that a satisfactory job could be turned out on a drum cylinder. It might possibly be handled on a four-roller two-revolution press, providing the printing was done from a yielding substance, like rubber, since the surface of the stock is so irregular, and the stock so rigid. We believe this work could be handled on a rubber offset press to good advantage, since the roughness of the stock does not in any way prevent an even deposit of ink being transferred to it.

MAKE-READY ON A MIXED FORM (406).—Submits a twelve-page work-and-roll form, consisting of interurban time-tables and advertisements. The form is composed of type, electros, zinc and half-tone cuts. Some of the type appears badly worn; many letters require spotting up individually with pieces of gum-paper. One cut appears low while another, a half-tone, punches through on its edges. The pressman desires to know about how long it should take to make such a form ready. The letter reads: "How long should it take to make the enclosed form ready? It was printed on a pony drum, on the same stock as sample, 25 by 38, 50, machine-finished book. A fair grade of work is required. Much of the type is badly worn, but does not show owing to the amount of color carried." Answer .- The sheet is fairly well printed with the exceptions as noted before. No doubt the form could be made ready in about two hours. To level up the cuts will be the preliminary work; this part of the work, however, should have been attended to before the form left the stone. There should be no "high" or "low" cuts. The common practice seems to be to send such forms to press and allow the pressman to do work which properly should be done before the form is made up. The make-ready of a form of this character can be accelerated by using a print tympan. Two mark-out sheets may be necessary, owing to the varied character of the form and damaged condition of the type.

SLIP-SHEETING A HALF-TONE CIRCULAR (399).—Submits an eight-page circular printed on buff tint enamel stock in red and photo-brown inks. Each page is 3% by 8 inches. Four of the pages have square half-tone cuts of contrasty

subjects. The make-ready and printing of both colors are well carried out, for every character prints up clearly. We believe that another thin sheet could have been carried to advantage in the tympan, as this would permit the carrying of less color. The pressman asks: "Should a form of this character be slip-sheeted? In this case we slip-sheeted the cut form. Do you believe this to be necessary? We found after the run commenced that the ink required reducing owing to the stock picking in the solids and heavy lines. This we effected with vaselin. We believe it is not customary to slip-sheet work of this character. How is offsetting prevented under such conditions?" Answer .- If you found no evidence of electricity in the stock, you could have printed the job without slip-sheeting. You should, however, have carried more impression and, instead of vaselin, a reducing varnish should have been used. Vaselin, except in very small quantities, is apt to delay the drying of the ink, as it is of a nondrying nature. The picking of stock is often due to the low temperature of the pressroom. Eighty degrees is not considered too warm. A lighted kerosene lamp or gas-jet placed beneath a press will often obviate the necessity of ink reducing. If a halftone cut feels cold to the bare arm it will usually cause solids to pick, unless the ink is modified. Keep the temperature up; then the warmth will insure easy distribution and lifting of inks. A number of compounds are offered by inkmakers, which are intended for use in connection with inks to accellerate drying. This is effected without causing picking or other difficulties.

FREEDOM.

Men! whose boast it is that ye Come of fathers brave and free, if there breathe on earth a slave, Are ye truly free and brave? If ye do not feel the chain, When it works a brother's pain, Are ye not base slaves indeed, Slaves unworthy to be freed?

Women! who shall one day bear Sons to breathe New England air, If ye hear, without a blush, Deeds to make the roused blood rush Like red lava through your veins, For your sisters now in chains — Answer! are ye fit to be Mothers of the brave and free?

Is true Freedom but to break Fetters for our own dear sake And, with leathern hearts, forget That we owe mankind a debt? No! true freedom is to share All the chains our brothers wear, And, with heart and hand, to be Earnest to make others free.

They are slaves who fear to speak For the fallen and the weak; They are slaves who will not choose Hatred, scoffing, and abuse, Rather than in silence shrink From the truth they needs must think; They are slaves who dare to be In the right with two or three.

- James Russell Lowell.

THE TRITE EXCUSE AGAIN.

One can never tell what sort of a trick the type and the make-up man will play on the editor. Two weeks ago, when the thermometer was dancing around zero, we set a little item commenting on the difficulty of picking up news at such a time. The make-up man overlooked it at the time and we forgot all about it. What was our surprise last week when the mercury registered summer heat, to find that blizzard item in the editorial column.— Ada (Okla.) Democrat.

Sporting Goods and Novelties

With Illustrations made direct from the goods & printed by the three-color process

Max Harrison Chicago

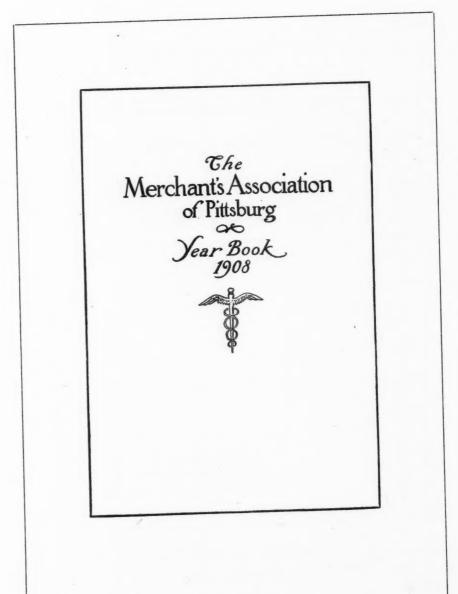


FIGURE 2

The Proceedings of the Federation of Trade Press Associations in United States

Second Annual Convention and Banquet

New Willard Hotel, Washington



Nineteen Hundred and Seven
October the Tenth



FIGURE 4.

HUDSON SCHOOL of MUSIC



MAINTAINED by the TRUSTEES of EDUCATIONAL ADVANCEMENT, CITY of HUDSON, CALIFORNIA

MILLINERY OPENING

ALUMNI BANQUET

MARION NORMAL COLLEGE Off take pleasure our announcing our annual spring display of millinery of complete showing of the latest exclusion are the latest farisian designs which we are now exhibiting on the latest farisian designs which we are now exhibiting of

Meyer & Meyer 826 East Are.

1. 0. 0. F. TEMPLE AUGUST 14, 1906 9 O'CLOCK P.M.

FORTUNE'S GATEWAY "There is a Tide in the Affairs of Men Which, Taken at the Flood, Leads on to Fortune"

Compliments of Caldwell Banking and Trust Company, Limited

CALDWELL, IDAHO

Specimens of Hand-Lettering and Typography from The Inland Printer Technical School and the I.T.U. Course in Printing



On the foregoing specimen pages will be found examples of work done by students in the Inland Printer Technical School. They represent work carried out under conditions which are given as part of the problem, the object being to reproduce the limitations of an average shop, and carry out certain typographical designs under these limitations. This is done in the hope that the designs will be useful to the craft in general.



pub the issu Tay

Figure 1. An unusual and bold treatment of a cover-page, showing the use of heavy type, and border ornaments. By W. E. Stevens, Inland Printer Technical School.

Figure 2. A pleasing group of lettering. Designed by F. C. Meyer, a student of the I. T. U. Course in Printing.

Figure 3. An excellent cover-page, in which is shown a knowledge of the value of white space. Design by Edw. E. Brockmann, a student of the I. T. U. Course in Printing.

Figure 4. A simple and pleasing cover design. Executed by Glen Coleman, a student of the I. T. U. Course in Printing.

Figure 5. A pleasing cover-page, containing a spot of consistent decoration. By W. E. Stevens, Inland Printer Technical School.

Figure 6. A very attractive hand-lettered advertisement and a menu cover. Lettering by A. T. Gaumer, a student of the I. T. U. Course in Printing; typography by John Bertelson, Inland Printer Technical School.

Figure 7. An exceedingly simple yet attractive cover-page. By John Bertelson, Inland Printer Technical School.

NEWSPAPER WORK



BY O. F. BYXBEE.

Editors and publishers of newspapers desiring criticism or notice of new features in their papers, rate cards, procuring of subscriptions and advertisements, carrier systems, etc., are requested to send all letters, papers, etc., bearing on these subjects, to O. F. Byxbee, 1881 Magnolia avenue, Chicago. If criticism is desired, a specific request must be made by letter or postal card.

AD.-SETTING CONTEST No. 26.— Last month was announced THE INLAND PRINTER'S twenty-sixth ad.-setting contest, and as the form of the ad. is one entirely new to tness contests it is expected that an unusual interest will be manifested. The copy and rules of the contest appear on page 751 of the February issue, and as it does not close until March 15 there is still ample time to enter. Each contestant receives a complete set of the ads. submitted.

PRESSROOM PASS.— Some publishers make it a practice to issue annual passes to their pressrooms and circulation departments to their advertisers, and among these are the

THE YORK DISPATCH

1909 ANNUAL PASS 1909

Admitting (0.7 By x bes

to the Newspaper Press Room and Circulation Department.

THE DISPATCH PUBLISHING COMPANY.

[OVER]

By W. L. Yay Er

NOTICE TO EMPLOYEES—The holder of this Pass, if advertising in The York Dispatch or The York Daily, is to be given every opportunity of securing an exact personal knowledge of the circulation of either or both papers. All lists, books, reports and cash accounts referring thereto are to be open for his inspection.

THE DISPATCH PUBLISHING COMPANY, YORK, PA.

Pressroom pass of the York (Pa.) Dispatch. A convincing argument that circulation statements will bear investigation.

publishers of the York (Pa.) Dispatch. I recently received the 1909 pass from this paper, and as I knew the Dispatch issued such a pass last year also I wrote to Mr. W. L. Taylor, the business manager, as to his experience with it. His reply is of interest:

This is the second year that we have issued the pass and we have not yet had any one take advantage of it, otherwise than to gain admission to the pressroom. Our offer to show cash receipts, etc., has not been taken up, although a request "to show up" would be cheerfully complied with. The

chief value of the pass is in the fact that it gives the advertisers a freedom within our establishment (with the exception of the ad.-room) which they not only appreciate but which is conducive of a feeling of confidence in the Dispatch and its management; which feeling of confidence is automatically coined into dollars. The fact that the Dispatch and its methods are so thoroughly well known, I think, is the real reason that we have never been called upon to produce our cash accounts. I am inclined to think that if this plan was taken up by papers who, to say the least, have not the full confidence of the community, they would be called upon to make the exhibit. It is not always necessary to have advertisers take advantage of an offer of this kind to prove that it is a good move, as all the advertiser really wants is for the publisher to express a willingness to be investigated. Many a man has secured a position where references were required simply through giving the references without having any of them consulted. It is true that some publishers make a bluff at being willing to be investigated when they really do not have the circulation, but such bluffs are liable to be "called" some time and the results might be disastrous. When you are in the position of the Dispatch you can well afford to put out all kinds of invitations of investigation, and it does not make any difference whether your invitation is accepted or not - it is good advertising.

CHRISTMAS issues are still coming from New Zealand—the latest is that of the Auckland Weekly News, which is a fair rival of those mentioned last month. It is a large number, sixty-four pages and cover, the whole of the work being executed in the office of the New Zealand Herald. Its half-tones, presswork and artistic features are seldom equaled.

A SIX-PAGE ad. was recently published in the Cleveland (Okla.) Enterprise, and the issue of ten pages contained a total of seven and a half pages of advertising — a showing of which the publishers are justly proud. Notwithstanding this unusual crowding, the first page of the Enterprise contained nothing but reading matter, leaving only one and a half pages of reading to be distributed through the remaining nine.

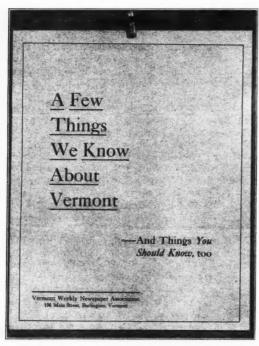
ONE of the leading trade papers of the country is the Manufacturers' Record of Baltimore, and it well deserves its position. Its issue of January 7 consisted of 276 large pages, 195 of which were display advertising. Its "Classified Index of Articles Advertised" filled twenty columns, each thirteen inches long, set in five point. The printing was done by Fleet-McHinley Company, and the edition reflects great credit on both the printer and the publishers.

ON January 18 the Waterloo (Iowa) Courier published a "Golden Anniversary Number," consisting of sixty-four pages, regular seven-column newspaper size. About thirty-seven of these pages were display advertising, certainly a most remarkable showing, particularly so closely following the holidays. The issue is creditable from every standpoint and the publishers are undoubtedly correct in their assertion that it is "one of the greatest editions in point of news, general features, illustrations and advertising of any paper published in Iowa."

TRUTHFUL statements of newspaper circulation are soon to be compelled by process of law, unless all signs fail. A bill has been introduced in the Wisconsin Legislature, and one has been passed by the Kansas Legislature, making it a crime punishable by fine and imprisonment for an editor or owner of a newspaper to misrepresent circulation, and providing for the recovery in civil suit of moneys paid through such misrepresentation. The Feder bill, in the Kansas Legislature, was endorsed by the Kansas Publishers' Association, which probably influenced its passage. There can be no question concerning the advertiser being in favor of honest circulation statements, and when such legislative action is endorsed by the publishers, the dissenting vote must necessarily be largely in the minority. But the movement for compulsory honest circulation statements

is not confined to State legislatures. There is a national movement on foot, also. At the national convention of the Federation of Trade Press Associations, held in Chicago last fall, there was considerable discussion and an apparent unanimity of feeling that the Postoffice Department should be asked to make a ruling, or that a law should be passed requiring postmasters to make public, upon request, the mailings of any publication. If such a ruling existed it would be very unwise, to say the least, for a publisher to make a false statement when he knew that the figures of the postoffice would easily prove its falseness, and that his competitor was looking for just such an opportunity. The honest publisher has nothing to lose and everything to gain by any ruling or legislation which assures truthful circulation statements, and the tendency shown by this agitation indicates a speedy outcome which will place the newspaper on a substantial footing.

SOME people are under the impression that Vermont is a State of "farmers" — but that the word "farmer" is a



An evidence of cooperation among Vermont weekly newspapers.

misnomer (particularly when applied to the newspaper publishers of that State, and even to the real farmers themselves) is proven by a very attractive "preachment" just issued by the Vermont Weekly Newspaper Association, Burlington, Vermont, the first page of which is reproduced herewith. There are thirteen pages, 8 by 101/2 inches, printed on light-green paper with dark-green ink, with a backing of green card, the whole tied together with a green ribbon. But the contrast between all this green and the contents of the pamphlet is so great as to command close attention, as the arguments in favor of the use of the weekly papers of Vermont by general advertisers is anything but "green." The Vermont Weekly Newspaper Association is certainly one of the most wide-awake organizations of newspaper publishers in the country. This little brochure gives some facts about Vermont - its people, its products, its manufactures - which will be surprising to the general advertiser. After calling attention to an increase of \$3,000,000 in savings deposits in one year, the pamphlet goes on to

say: ".This increase in deposits came largely from the farmer. Farming in Vermont is profitable and the men engaged in the industry possess modern homes with porcelain bathtubs and steam or hot-water heat. The people of Vermont dress well. They are using safety razors when a barber shop is not accessible. The day of the whisker has passed - the people have awakened to their own. The spirit of progress is upon them. They desire the improvements - are bound to have them as fast as they are created. The advertiser looking for rubes in Vermont will be disappointed." The circular goes on to state that eighty per cent of the population of Vermont can be reached by using the twenty-two papers of the association, and concludes by giving a combined rate card, concluding with this "Special Notice": "As all general advertising of the above list of newspapers will be handled by the Vermont Weekly Newspaper Association, advertisers and agencies will facilitate business by sending orders and inquiries to this office." This placing of the general advertising in the hands of the association is certainly a commendable move, and one which will undoubtedly be welcomed by the general advertiser. It is a step in the forward march of progress which is sure to be permanent, and one which other associations should follow, and many of them undoubt-

GOOD AD. DISPLAY .- Many an ad. is spoiled by a too close adherence to the arrangement of the manuscript. The manager or foreman has found the safest rule to lay down for the ad. compositor is, that he shall "follow copy," as any leniency in this respect often leads to the taking of unnecessary liberties, with the result that an advertiser becomes incensed. Among the hundreds of ads. received this month for criticism is one in particular which illustrates the advisability of allowing the compositor more latitude. Jason Weatherhead, of the Norman County Herald, Ada, Minnesota, sends a full page ad. starting, "The Great January Clearance Sale of C. R. Andrews & Co. commences Saturday, January 25." Here are the three most prominent display lines in the ad. grouped at the top. In order to follow copy it was necessary to put "of" in a catch line, which the compositor would have been glad to omit if he felt that he had the liberty to do so. He would also have been glad to omit the "The" in the first line, and to have placed "C. R. Andrews & Co." at the bottom of the ad. This would have afforded an opportunity for much stronger display. The majority of newspaper advertisers would be pleased to have a really intelligent compositor suggest improvements in the arrangement of their ads., and the only difficulty is that the great majority of compositors are not capable of shouldering this responsibility. I remember a compositor who changed "Bridgeport" to "City of Bridges" because he needed a little longer line — an example of "intelligence." Advertisers are recognizing more and more the necessity for stronger ads. and this leads to their employment of "ad. experts," many of whom show even less intelligence than the compositor whose only interest is to "follow copy." An example of this is sent by a compositor in Spokane, Washington (No. 1). The expert marked every line of display and every line of body-type. The result is an ad. without character, all display lines, all nearly of the same size and prominence. There are great opportunities ahead of the ad. compositor who uses his brains as well as his fingers, and who studies to improve and widen his knowledge of what is necessary to correct, harmonious and profitable (to the advertiser) ad. display. The Inland Printer Technical School exists for the sole purpose of offering to compositors an opportunity for improvement and the I. T. U. Commission's correspondence course in printing, which is a part of this school, gives the ambitious

Mr. tion cate L. I (Ne and Mr. you size you flat

con

Boys and a slippe we \$4.00 shoes worth \$5.00 and ti and po

No.

Howe (Nos. ple di menta of cap accust theref word The n Parson panels one in ever, s compositor just the instruction he needs. But to go back: Mr. Weatherhead's ads. show good judgment in the selection and arrangement of display, but he should omit the catch lines. One of the best lots of ads. comes from L. E. Overden, one of the proprietors of the Pawnee City (Neb.) Chief, who states that the ads. were set by himself and L. O. Green, the foreman. A serious criticism of Mr. Overden's work is that he sends it to me rolled. Did you ever try to examine a package of fifty ads., all different sizes, which had been confined in a tube? Try it once and you will be convinced of the advisability of sending ads. flat if you wish them to receive the most favorable attention.

25c Bow Ties Pare Silk, All Selece and Fancy Path Excitement Is Increasing Another Store-Packing Crowd Today From end to end, the whole store jammed with monks if ER enthusiastic buyers, snapping up the bargains. That Great Sacrifice Sale Of the Spokane Shoe Com-HOE/CO pany's Stock at I-3 and I-2 Price has a horse and the street cars—wherever you go—it's the sole tuple of conversation. Spokum never saw the like before and probably never will again. Be Here Tonight. Don't Let Another Minute Slip by Without Coming Every Pair at Less Than Leather Cost. Look! Read! Here's How the Sacrifice Prices Run 19c | Men's 04.00 and \$1.98 | Child's best | 51.25 shoots | 1.25 shoots 49c and \$3.50 party 98c Men's finest \$4.00 and \$5.00 Women's finest 4.00 and \$5.00 \$1.67 69c \$1.98 19c Men's \$6.50 high-top \$3.89 Men'a 46.00 and \$2.89 Men's 50c and 75c Come Men's \$2.50 and \$3.00 With the Crowds Tonight

No. 1.—An example of "following copy" on an ad. where every line was designated by an "ad. expert."

However, I am reproducing three of the ads. in this package (Nos. 2, 3, 4), as they show the effectiveness of strong, simple display, well balanced and without a surplus of ornamentation. These ads. also emphasize the superior value of caps and lower-case for display line. The eye is more accustomed to lower-case letters than it is to caps, and therefore more quickly grasps the meaning of a line. The word "Paint" is an excellent example of this thought. The next two ads. (Nos. 5, 6) are from Charles F. Porter, Parsons (Kan.) Sun. These show good examples of broken panels. The breaking of the inner panel, leaving the outer one intact, gives a pleasing result. The inner panel, however, should be in the center of the outer one, regardless of

the cut, and in each case the rule or border should be equally close to the cut at both points, even if it is necessary to saw out a portion of the base of the cut. H. W. Hawley, whose work when in Galesburg, Illinois, has been favorably commented on in these columns, sends a package of very strong ads. from his new location in Berkeley, California.



Nos. 2, 3, 4.— Three ads. showing the effectiveness of strong, yet simple display; also the advisability of using lower-case for prominent lines.

Nos. 7 and 8 are examples of his work. While the display is unquestionably striking and effective, a comparison with Nos. 2, 3 and 4 demonstrates the advantage of the lowercase line. There are very many requests for individual criticism, but unless the ads. criticized are reproduced these criticisms have little in them of interest or profit to the general reader. However, the advice given in the comments which follow may be taken as applying to ad. composition in general:

F. W. Harris, Brooklyn (N. Y.) Eagle.—The underscoring of practically every line in an ad. is undesirable, as it adds no more emphasis than would be added to a newspaper article if it were to be set entirely in italic. There is very little contrast in the ads. of Oppenheim, Collins & Co. If their advertising manager would allow you to run the firm name at the bottom of the ad. it would permit the use of one or two strong display lines at



Nos. 5, 6 .- A pleasing arrangement of broken panels.

the top and also avoid the present top-heavy appearance. Another criticism of these ads, is that they are crowded too close to the top and bottom rules and the margins at the sides are too wide.

and the margins at the sides are too wide.

Everett A. Place, Anita (Iowa) Tribune.— Your principal difficulty is one common to many compositors. You should select one line and display it much more prominently than the others, as there is not enough contrast in your work. Of the three ads. you have numbered, No. 2 is the better, as it is divided up nicely; it also has more satisfactory contrast than your other work.

J. B. Jones, Maryville (Mo.) Republican .- Your ads. show some very good panel arrangements, although you should avoid running the type too close to border rules.

Sam L. Bogasse, Raleigh, North Carolina.- You certainly are doing well for the little experience you have had. Your ads. are all good, although they follow but one style of treatment - you should study to inject more

variety into your work.

Monroe County Democrat, Sparta, Wisconsin .- Your double-page ad. shows an excellent arrangement of panels. What it lacks is a strong display line at the top. This could have been accomplished by placing the display line in the center panel above the cut in much larger type, reducing the rest of the matter in the panel to allow this, and bringing out most promi-

nently "Sparta's Best and Greatest Christmas Store."

Liberal (Kan.) Independent.— Your ad.-man has the right idea. He should avoid using border rules and ornamentation so heavy as to over-

shadow the display.

W. F. Spangenberg, Rockford (Ill.) Star .- If your ads. had been mailed flat their merits would have been more favorably presented. In the large number received there is a great variety of treatment and many com mendable ideas. In some instances, however, there is too much display and a lack of distinctive lines, and in others you have gone to unwarranted extremes to produce novel type effects.

In these criticisms and in many others published from month to month there is frequent reference to a lack of distinctive display. Example No. 9, submitted by L. H. Currey,

NOW BEING FORMED

The rapid growth of Oakland and vicinity makes additional banking facilities necessary. ¶ The Bank of Ireland offers all an opportunity to invest in bank stock that will rapidly enhance in value. For full particulars, address:

FINANCIAL UNDERWRITERS, 1016 BROADWAY, OAKLAND

\$25,000.00 Stock of Ladies' Waists, Skirts, Underwear, Kimonos, Hosiery, Furs, Children's Wearing Apparel, Etc., slightly damaged by smoke or water. Bargains for everybody. Come early and get your pick.

959 BROADWAY, NEAR NINTH STREET

Nos. 7, 8.— Strong ads., but an occasional lower-case display line would be better.

Cadillac (Mich.) News and Express, illustrates the effectiveness of bringing out prominently one important line. If "Cadillac's Greatest Furniture Sale" had been set in the same size type as "Dining Chairs" any compositor will readily recognize how the entire character of the ad. would have been changed. "Dining Chairs" and "\$9.80" are a trifle larger than is advisable to produce the most effective contrast, and the contraction of the word "Furniture" in the first panel could have been avoided. Edwin H. Stuart, Pittsburg, Pennsylvania, sends two ads. set from the same copy (Nos. 10, 11), with a request for an opinion as to which is the better. Both are set in the same style, and both would be equally effective if surrounded by ads. in

similar type, but No. 11 is unquestionably the best for general newspaper work, where ads. are usually set in black type and in varying styles.

Cadillac's Greatest **Furniture Sale**

Have you visited our Sale? If not, do so this week and be convinced that what we have been telling you is true.

Parlor Rockers

Special Bargains in Parlor Furni're

Solid Oak

Reg. \$18,00 for \$12.48 Size top 24 x 24 in. Regular \$2 50 value

17.00 " 11.98 16.00 " 10.98 14.00 " 9.48 9.48 7.£8 5.12 \$1.48



Dining Chairs

This beautiful set of Dining Chairs, solid oak, quarter sawed and polished, exactly like cut, regular value \$14.00

HASSOCKS AT 19 CENTS EACH

Harris & Savery Furniture Men

No. 9 .- A demonstration of the value of contrast in ad. display.

NEWSPAPER CRITICISMS .- The following papers were received, together with requests for criticism, and brief suggestions are made for their improvement:

El Cajon Valley News, El Cajon, California.- If you could transfer a portion at least of the advertising now appearing on the first page to the

Thanksgiving **TURKEYS**

We can guarantee satisfaction both in quality and price. Let us book your order today

Kuhn & Bro. Co. Oakmont East End Wilkinsburg

'hanksgiving TURKEYS

We can guarantee satisfaction both in quality and price. Let us book your order today

Kuhn & Bro. Co. East End Oakmont Wilkinsburg

Nos. 10, 11 .- Two treatments of the same copy.

last page it would be an improvement. The mechanical work, particularly the ads., is creditable. There are very few papers left in the country which wet their stock before printing, and with proper packing on your cylinder

ance V deser paper from cism) out n Aside

in N that dock arme notis reser spell

appro of al prom A to asl

and v And " caus fied s have they lists o ing, b

spellin

Recor

Pr and c and th all su tage is of Ma

Po Ca Po have 1 can St you will find that you are able to produce just as good work and the appear-

ance of the paper would be much better.

Victoria (B. C.) Colonist.—Your "Jubilee Edition," with its 136 pages, deserves commendation. It is unquestionably the finest evidence of newspaper enterprise and excellent mechanical execution that has come to my desk from Canada. While the ads. (upon which you particularly request criticism) are not all perfect, so many of them are practically without faults that you can undoubtedly recognize the few shortcomings of the others without my going into details.

Kinsley (Kan.) Graphic.— The ink you are using does not give satisfactory results, or your distribution is poor, as the color is uneven and gray.

Aside from this there is nothing to criticize.

SIMPLIFIED SPELLING.

The simplified spelling board has from its headquarters in New York issued a bulletin in which a new list of words that have been operated on is set forth. Among these docked words are sted, helth, relm, harken, hart, harth, armd, burnd, raind, compeld, repeald, cornis, crevis, lattis, notis, servis, artifis, delv, twelv, solv, carv, serv and reserv. In addition to containing the new list of words selected for simplified spelling the circular says:

"The board announces that the two lists of simplified spelling already published have been almost unanimously



approved by the supporters of the cause. An alfabetic list of all the simplified spelling thus far recommended is promist."

At the risk of being considered impertinent, we desire to ask why the board insists on "compeld" and "twelv" and while doing so countenances "approved" and "have"? And what about "unanimously" and "already" and "cause," not to mention "board"? Whenever the simplified spelling people get out a new bulletin or circular we have direct evidence of the seriousness of the task to which they have set their hands. It is easy enough to arrange lists of words that have been selected for simplified spelling, but it appears to be impossible to explain in simplified spelling why or how they have been selected.— Chicago Record-Herald.

SHORT SERMON ON PRICE-CUTTING.

Price-cutting means wage-cutting, and profit-cutting, and cost-cutting; so that the wage-earner, the capitalist and the supply house whence the materials are drawn must all suffer. No one in the trade benefits. The only advantage is given to the customer.— Circular British Federation of Master Printers.

THE MODERN WAY.

Post—"It's good St. Paul didn't live in these days." Card—"Why so?"

Post—"Instead of all those beautiful epistles we'd have nothing but a lot of souvenir post-cards."—American Stationer.

Written for THE INLAND PRINTER.

DEFINITE PLANS FOR INCREASING CIRCULATION.

NO. I .- BY O. F. BYXBEE.



NE of the most vital questions to the newspaper publisher is the question of securing circulation. There are many other vital questions, such as procuring advertising, maintaining and increasing rates, etc., but at the foundation of them all is quantity and quality of circulation. How can subscribers be induced to take the

paper and continue taking it?

It is not the purpose of these articles to deal with a question which is really back of all circulation plans—the question of the quality and character of the paper itself. It must be taken for granted that the publisher is getting out a paper which the people will want and continue to want once they acquire the habit of reading it. It is next to impossible to secure subscribers for an inferior paper, and actually impossible to retain them after they have been secured.

Given a paper filled with news and interesting and instructive matter, presented neatly and attractively, the first step is to decide upon a definite plan of campaign to

secure the subscribers.

I do not wish to sermonize, but it will not be amiss to say that nothing can be accomplished, no matter how effective the plan, without application and real thoughtful hard work. Every publisher desires more circulation. Many only go so far as to wish, and wish real hard that more people would subscribe for their papers, but wishing without downright action never increased circulation, no matter how meritorious the publication may be. Waiting for subscribers to come to a paper means very slow progress - in fact, it means practically no progress at all. The publisher must go after the subscribers, and go after them persistently. If one plan fails, use another. The failure of a plan does not necessarily mean that there is something wrong with the paper, but more frequently it means that there is something wrong with the plan, or with the way it is worked, or the lack of persistency with which it is worked.

In these articles will be described plans which others have used satisfactorily, and an endeavor will be made to describe them in such a manner that they may be followed to just as successful a conclusion.

There are three distinct plans of securing subscribers: First, there is the direct solicitation, employing canvassers on salary or commission.

Second, there is solicitation by means of premiums to the subscriber.

Third, there is solicitation by means of canvassers who are working mainly for premiums for themselves.

The first of these plans is, of course, the ideal one, as the subscriber is induced to take the paper strictly for its merits, after they have been explained to them by an intelligent solicitor. After they have paid for the paper they will read it because they have paid for it, and if it has the merits they will be recognized and a renewal of the subscription becomes nearly automatic, although a little urging in some cases may be advisable.

The premium plan has much less to commend it. Where a subscriber takes the paper because of the attractiveness or value of the gift which he gets for subscribing, he is taking the paper solely because of the gift, and not for the value of the paper. The publisher may, through this means, increase his circulation, and keep within the rulings of the postoffice, but so far as the value of his subscription list to himself or to his advertisers he might just as well have selected a list of names and sent his paper to them free for a year. At the end of the year he has nothing

more than a list of prospective subscribers - people who are more or less familiar with the paper and who may have come to appreciate its merits enough to really pay good money for it, and for it alone. But having once got a bonus with his subscription, or once gotten the paper free, it is all the more difficult to convince the subscriber that

he should pay for it.

The third plan, and the one which has the most merit, is the one where all gifts and premiums are given to the person who secures the subscription. Here the subscriber pays for the paper and the paper only. He may possibly be influenced more or less by a desire to assist an acquaintance to gain some particular object, but in reality he gains nothing for himself but the paper. It has not been given to him, but he has paid for it, and paid full price, too, and the second year he is more likely to do the same thing.

But it is not my intention to point out the best plan to the exclusion of all others. All three plans have their admirers and advocates, and I propose to describe how all three may be handled in the most successful manner.

In a straight canvass for subscribers the first question is where to secure a capable solicitor, and then how shall

he be paid - a salary or commission.

On a country weekly the editor will try to do this work himself, hoping for a time when he won't be so busy and can devote some time to it. This is a mistake. On a small city daily the manager will try to work in some one of his employees, perhaps a collector, when he has a little spare time. This is equally a mistake. The work should be done by one or more canvassers who will devote their undivided attention to getting the subscribers. The solicitor must be a man who will not be content with simply having canvassed a certain territory, and believe his duty done, but he must be a man who will study the paper and study the people and not believe his work accomplished until he has secured the subscribers.

To secure such a man - advertise. If in a city, advertise in your own paper and in the other papers. If in the country, or in a city where such advertising fails to produce the man, advertise in the trade papers. There are such men, and men who have the ability and have confidence enough in their ability to undertake the work on commission. In fact, a capable man will not want to take it any other way.

After the man has been secured then the publisher must assist the man. There are many ways in which this can be done and is being done, and next month we will give some concrete examples and tell the results.

(To be continued.)

BLESSED BE THE UNSATISFIED.

Don't be too contented! However pleasant your surroundings, however placid your relations with your fellows, however self-satisfying your opinions - don't let them put you to sleep! Wake up, brother! Contentment far too often is just intellectual stagnation. Don't be a slave to authority, a blind follower of precedent, clinging, through all these pregnant, progressive years, to the outlived methods and ideas of a long-dead past. Such contentment will bring you poverty instead of riches, contempt instead of honor, oblivion instead of success.

Be unsatisfied - but cheerfully and hopefully so! Let dissatisfaction be a spur to greater effort - and may it drive you till you are weary - till you have accomplished something worth living for. See more, study more, learn more, determine more, achieve more! Search ever and everywhere for the truth. Let no opportunity escape that can help you onward and upward; but,

"Grasp the skirt of happy chance,
And breast the blows of circumstance." - Dr. W. C. Abbott, in Advertisers' Magazine.



BY C. S. PARTRIDGE.

Correspondence relating to this department is respectfully invited from electrotypers, stereotypers and others. Individual experiences in any way pertaining to the trade are solicited. Inquiries will receive prompt attention. Differences of opinion regarding answers given by the editor will receive respectful consideration. Address, The Inland Printer Company, Chicago.

STEREOTYPING ON A SURGUY MACHINE (243) .- "Can you give me information how stereotyping is done on a Surguy machine?" Answer .- Barnhart Brothers & Spindler, 183 Monroe street, Chicago, handle the Surguy outfit and could probably furnish full information concerning it.

INCORPORATING ANTIMONY WITH OTHER METALS (244). "I am having some trouble getting antimony to incorporate with other metals in stereotyping room. If you can give me advice or recommend a good treatise on how to keep metal in good shape I would greatly appreciate same." Answer .- Melt the antimony first, then add the other metals. If the metal is too brittle add a little lead; if too soft, add a little antimony. We know of no treatise on this subject.

DEGREE OF HEAT REQUIRED TO DRY STEREOTYPE MATRICES (372) .- "I desire a little information on stereotyping and have been referred to you by the Scientific American. I am familiar with the process in all its branches, but would like to know the maximum and minimum degree of heat that type has to withstand while the matrix is being dried out on the steam-table." Answer .-The pressure of steam is the measure of its temperature. For instance, a pressure of twenty pounds indicates a temperature of 230° F., forty pounds indicates a temperature of 260° F., sixty pounds, 293° F., eighty pounds, 311° F., and one hundred pounds 329° F. There is probably some loss through radiation and condensation, due to the cooler atmosphere of the room in which the work is performed, and the figures given are maximum.

SOMETHING FOR NOTHING.

It gives us little joy to know That we like to graft, alas! We never quite enjoy a show Till we get in on a pass.

-J. J. O'Connell.

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RULES FOR NEWSPAPER WRITERS.

When the situation clamors for a pardonable lie, Please begin your observation with "As No One Will Deny." With a modest little, bashful little effort to deceive, Kindly use the introduction, "We Have Reason to Believe." When the information's doubtful, be no whit dismayed thereat, Finding refuge in the sentence, "'Tis an Open Secret That You may search the very marrow of your controversial foes With that phrase of cold disparagement, "As Every Schoolboy Knows." And a fraud will seem as pious as a missionary tract With the prefatory label, "It Is an Undoubted Fact." So, by paying close attention to a few such rules as these - Puck. You will speedily be able to prevaricate with ease.



A LITTLE GOOD ADVICE.

Make it a point to devote at least one evening a week to your organization; use that intelligence which you possess in helping to make the International Photoengravers' Union an absolutely perfect organization. You can do this in many ways, principally by perfecting yourself as a craftsman and in any little way in which you may feel you are deficient. You owe this to yourself, your loved ones, your employer and last but not least the society of which you are a part. Help along and encourage the apprentices, so that when their apprenticeship has been served they will be skilled artisans. It will not take long to form these habits and in the end will afford you much greater satisfaction than spending the time sitting on the corner and in other ways idling away your precious moments.—

E. J. Shumaker, in the American Photoengraver.

THE NEEDED INDUSTRIAL EDUCATION.

Employing painters of Chicago established an industrial school and invited the world to send its boys to learn what it had to give. We suppose the rates are reasonable, for the institution has been heralded as a public-spirited affair. At the end of its fiscal year the board of management reported there had been but eight students. This causes the Record-Herald to take a gloomy view of the outlook for industrial education, and ask where are the youths who are supposed to be anxious to learn trades.

Technical or industrial education of the proper kind is bound to make and is making headway. As we understand it, the painters' enterprise has for its purpose the making of more painters and decorators. This presupposes that there is a dearth of such craftsmen and that numbers are anxious to become wielders of the brush. Is either supposition based on fact? Though the scale for a day's work may appear high, the average yearly earnings of painters are not alluring. It is a highly competitive industry, the profits are not large, and it is influenced greatly by the fluctuations incident to the building trades. Nor are American youths clamoring to become mechanics. They do not aspire to be units in the labor army. The big rewards are in other fields - at occupations that are more genteel and are not regarded with thinly veiled contempt by many of the so-called successful ones.

The low wages prevailing in the painters' craft would indicate that there is no dearth of painters, and the supposed prospective painters know it. There is probably a lack of competent painters. Hundreds, perhaps thousands, of men earning their living as painters are dissatisfied with their efficiency. They have chosen their vocation, and have no irrational notions about social success, or do they deem that being a mechanic or artisan is beneath them. They are in need of technical education, and many of them know it. If they were to receive the information they need it would be beneficial to them, to the craft and to the community. Being full-grown men, an educational system can not be foisted on them like a curriculum can be imposed on primary classes. The more thoughtful prospective students should be consulted as to their needs; indeed without this knowledge a satisfactory course can not be developed.

With this token of good faith it will not be so difficult to arouse interest, as it otherwise would, though it will be no easy task at best.

Technical education that is supplemental to the work done in office, shop or factory is what is needed most in this country, and even then it must be conducted with the single purpose of advancing the interests of the student. Attempts to flood trades with a certain class of workmen under the guise of education will in all probability fail, for the reason that their objects are hostile to the best interests of the workers and without their coöperation there is no hope for success. The history of industrial education in Europe, Great Britain and Australia furnishes numerous instances of present successful efforts that were dismal failures till they secured in one way or another the active support of the workers. They are the vital element in any trade educational campaign, and until that is recognized and their wishes are given consideration in every phase of the work there are bound to be such disappointments as that experienced by the friends of the Chicago painters' school.

DOES TECHNICAL EDUCATION PAY? BY ALBERT WARD DIPPY.

From time to time letters appear in the trade journals bemoaning the fact that "time spent in studying the printing business is wasted, as superior talent is not recognized either financially or in the workshop - that the slip-shod workman gets the same pay as the competent man," etc. A young man working at the case made a remark similar to this to the writer about two years ago. A half hour's conversation on the subject convinced him of the futility of pessimism and the urgent necessity of qualifying. In less than fourteen months he became superintendent of a medium-sized office, a position he would never have attained without special preparation - and this preparation did not cause him to lose an hour's time from his work. It consisted of systematic study and research along clearly defined lines, and close application and observation in the composing and press rooms.

A quiet half-hour's chat with these pessimistic printers, by one who has been through the mill, would induce all but the case-hardened, chronic kickers to see that it is not the business but themselves that is very often to blame. It is the easiest thing in the world to convince some persons that it's no use trying, where the trying is inseparably connected with persevering effort on their part. Many ambitious printers have risen from the ranks to positions of responsibility and trust through their own efforts. There is no holding a man down who has health, an unquenchable thirst for knowledge, and an unconquerable determination to "get there."

Never in the history of the printing trade has there been so universal a demand for specially trained men in all branches, with such enticing remuneration. The two leading trade journals for December have eighteen advertisements for men to hold executive positions in the various branches of the trade. Within the last six months the writer has had four requests from four of the largest printing-plants in the country asking if he could recommend competent typographical designers with a broad knowledge of the business, capable of passing on commercial drawings, designing, specifying colors, and possessing a knowledge of the cost and printing qualities of paperstock. Every known tradesman with these qualifications was situated in an exceptional position, and the request could not be complied with. These positions were worth double the average wage of the case. Here were four excellent positions hunting specialists.

Let me quote a few examples that have come under my personal observation in the past few years:

Four years ago a young man was setting type in a small office in one of the larger cities. He saw the field for qualified men, and started night study on the subjects of cost of manufacture, paper, color harmony and advertising; while during the day he devoted nine hours to the intricacies of job composition. To-day he is one of the most successful printing salesmen in his city, connected with a "complete plant," handling high-grade booklet, catalogue and process printing. His commissions range from \$4,000 to \$6,000 a year, clear of expense. He did not accomplish this by thinking that study and observation failed to pay dividends.

Eight years ago two journeymen worked on companion frames in a large composing-room. They often talked over the possibilities of advancement, and eventually got down to the real work of qualifying. Neither had any more time nor facilities than the average job compositor - many of whom told them they were wasting their time studying the business. One of these young men became superintendent of a medium-sized plant, while the other is manager of the department of typographical design of the International Correspondence Schools. Persevering study and research landed both these positions.

Another young man in the same office was promoted to the foremanship of the composing-room, from which he took a superintendency, and is to-day the manager of a large private printing and publishing plant handling more than \$500,000 worth of work yearly. This young man made a special study of the executive end of the business. In eight years his salary increased from \$18 a week to nearly \$5,000 a year. He believed in doing things, while others talked of lack of opportunity.

Still another man in the same composing-room became foreman through his study of job composition and his evident ability to pass his knowledge along to others. Yet there are men in this same composing-room to-day, who have been there ever since, who will tell you there are no

opportunities in the printing business!

Five years ago a pressman in charge of two small presses, and under heavy personal expense, saved enough out of his salary to attend an art school at night. He graduated in about three years, and is to-day drawing designs for new type-faces, borders, ornaments, etc., for a typefoundry, at a largely increased salary.

A job compositor, working at the case, took up the study of commercial designing about ten years ago, at night. In four years this compositor assumed charge of the specimen department of one of the leading typefoundries, and has since designed some of the most successful typefaces in current use. He is there yet - a valuable, high-

salaried employee.

These are but a few of the instances of material advancement through a persevering determination to learn the business thoroughly. There's no room at the top for persons of the "what's the use" persuasion. The "quitter" never gets there. The "pessimist" never starts -" what's the use?"

The men who reach the top to-day are men with red blood in their veins, men who said: "I will" - and then did it; men who refuse to quail before difficulties; men who by sheer will-power and initiative, combined with persevering research, set a goal - and then with well-defined plans worked systematically toward it. Never was the demand for trained brains so strong - for men who can increase volume of production, decrease cost, systematically lay out work, estimate, design and superintend.

Are you qualifying for one of these positions, or are you a "what's-the-use-er?"

Are you an optimist or a "croaker?"

If you are in the rut, are you content to stay there, and see the better positions and salaries go to more energetic men? You can depend on one fact: if you don't qualify, some one else will, and secure the position you covet. Important positions and high salaries are not handed out on silver platters nowadays — if you want them, you've got to work for them, by each day adding some practical information to your stock of technical knowledge, until you can confidently approach your prospective employer and impress him with the fact that you can "deliver the goods." Nothing gives one half the confidence as the ability to do things.

There's no place to learn to qualify? Fellow craftsmen, practical books and trade journals worth their weight in gold to the ambitious printer are within your reach as never before. These contain chapters and articles of priceless value on a vast range of subjects, for either the specialist or the man training for a foremanship or superintendency. The writer has more than eighty reference books and pamphlets on printing and the allied trades, aside from his volumes of the trade journals, that are worth many times the value paid for them in dollars and cents.

I do not want to be misunderstood in this matter of book-learning. No man can learn the printing trade out of books, but he can greatly enhance his technical experience and broaden his knowledge of the auxiliary trades by careful study of the writings of practical experts in these lines. He learns how others do things, and the latest methods adopted by the leaders in each branch. These items are invaluable, as they can be put into practical use immediately in the shop or office.

Articles on machine, book and job composition and stonework have appeared in at least three trade journals within the year, in addition to several practical new books on these subjects.

Color harmony has been treated understandingly and exhaustively in both trade journals and books.

Presswork has received the attention of recognized experts, who have given "acres of diamonds" from their experience.

Typographical designing has been practically treated in several trade journals by men who have been "through

Office methods and costs have received more attention these last few years than ever before.

Many of these articles are to the point and easily understood by the careful student, but they are useless unless utilized.

How do you read your trade journals? Do you read the headings over, look at the reproductions and illustrations, and then lay them aside "until you have more time" (which time rarely comes), or do you carefully read and absorb the meat of the practical articles, and fix the most distinctive of the reproduced designs firmly in your mind's eye for future reference? On first reading, this question may appeal to your humorous nature, but let it sink in, and then face the issue fairly and get busy concentrating instead of skimming.

Perhaps you do not read the trade journals at all. If this is a fact your case is well-nigh hopeless, as "no man is sufficient unto himself," and endeavoring to improve without knowing how other people are doing things is practically wasting time.

I am well aware of the fact that there are young men and some not so young - who are rapidly qualifying for better positions, as it is my pleasure to receive many letters

each month from ambitious printers.

If you want to systematically study the printing business, let me give you a quiet tip: take the I. T. U. Course of Instruction in Printing, and start in to master these easily understood lessons of incalculable value on handlettering, design, composition, color harmony, paper, engraving and imposition.

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Having studied every lesson and worked out every problem, I know fully what this course consists of, and can unqualifiedly recommend it to the ambitious printer as the best concentrated information that exists on the subjects treated, and the most easily mastered stepping-stone to a better knowledge of the business.

To the neglected apprentice I would recommend it as an educational boon of infinite value; to the journeyman as an explanation of "those things he never had the opportunity to learn"; to the advanced workman and specialist as a means of "brushing up" that will prove invaluable.

Hand lettering is becoming an important element in the production of distinctive printing, and the craftsman capable of drawing a cover or title page, heading or special line, is already in demand at an advanced salary. This course of lettering is very practical and is easily mastered.

Imposition, that "bug-bear" of the trade, is handled in so comprehensive a manner that even those whose thinking apparatus is a "little slow" can easily understand the lessons

No one in the trade, from the apprentice to the specialist, can take this course without becoming a better tradesman

Well, it's up to you. Here are some of the ways and means. What are you going to do about it? Lethargy means failure and the rut; initiative and research means thoroughly qualified workmen and success. The result lies wholly with yourself.

POSSIBLE PAPER FAMINE AND STANDARDIZATION.

It is easily true that no man engaged in paper manufacture in New York State is more widely known than Mr. Remington. It is said his group of mills ranks fourth in output of print paper, being only exceeded by the International Paper Company, the Great Northern Paper Company, and the Berlin Mills. He holds the following offices: president of the Raymondville Paper Company, seventy tons daily; treasurer of the Remington-Martin Company, seventy tons daily; president of the Norwood Paper Company, thirty-five tons daily; president of the Diana Paper Company, twenty-five tons daily; he is general manager of all of these mills, which are located on the banks of the Raquette river, in northern New York. The total daily capacity of the mills is two hundred tons. He is president of two railroads which tap the section in which his mills are placed, and also the forest lands from which he gets

I found him in a grave mood. Just now many a man of reputed wealth and thousands of poor men, in this section, wear anxious looks, for none of them knows whether or not the water-power of the rivers may cease to-morrow and the hundreds of mills shut down.

"Do I favor standard size?" repeated Mr. Remington. "I certainly do! I have always favored it. The many different sizes of paper is one of the greatest evils in the industry — a costly evil to both publishers and manufacturers. See what we are up against to-day! — do the publishers know that we are all standing on the brink of disaster?"

I was surprised—shocked. If a disaster was impending surely the daily papers ought to have "covered" it. But I had seen nothing about any impending disaster in the dailies.

"I don't think the publishers know they are on the brink of a disaster," I ventured.

"Here is the condition," he continued, earnestly and analytically. "We are suffering from an unprecedented drouth. The past six months show a record for dry weather which has not been equaled for dryness in any

equal period for forty years. As a result, all the surplus wood-pulp of the country has been used up and at present, because of low water in the streams, the mills are unable to turn out one-half their normal production of wood-pulp.

"During the first half of 1908, as a result of the panic which started in October, 1907, all business was dull, including advertising in newspapers. So the newspapers ran much smaller editions. There was a temporary overproduction of paper. But no manufacturer dared run ahead much on stock paper, as it would be difficult to tell when it might be sold, and this uncertainty was due entirely to lack of standard size for newspapers. So most of the mills ran on sixty per cent of capacity. August 1, the strike at the International mills began and lasted three months.

"In this interval all the surplus of the International, which was made for certain publications, was used up. As a matter of fact, because of the International strike and the low water all the surplus in the country was used up.

"Should we have exceedingly severe cold weather, what little water there is now in the streams would be frozen. If, on top of this, there should be a heavy snow, I have little doubt that many of the large papers would have to suspend publication.

"Do you believe the adoption of a standard size would prevent such a condition as this?

"I believe that when newspapers are printed on standard size paper the possibility of a paper famine would be remote. As it is, with the hand-to-mouth method we are compelled to use, the famine is always, like a sword of Damocles, over us.

"Aside from this great evil of a famine always threatening, the adoption of a standard size would save to publishers by eliminating many items of expense, as in the matter of storage of paper.

"If the publisher uses a certain odd size there must be a place provided to store it in large cities, at somebody's expense. That expense must come out of the consumer in the end

"If all papers in a city use standard size, and a reasonable stock of that paper be stored in that city, they would always be safe. Some mill could always be depended on to supply."

"Mr. Remington, have you in mind a method of procedure by which the adoption of a standard size may be brought about?"

"I would suggest conference in the near future of a half-dozen paper manufacturers, a half-dozen publishers, and a proper representation of the printing-press manufacturers. This conference could approximately determine the essential things, such as the particular size or sizes most suitable for standardizing, and could open the way and provide the method for a general agreement among all parties directly interested in the publishing industry."—Interview in Editor and Publisher.

MR. TAFT'S MESSAGE.

During the trip of President-elect Taft to Panama on the armored cruiser North Carolina the following message was signaled to the press representatives of the party, who were on board the Montana:

"To My Newspaper Cabinet, in care of Captain Reynolds:
"How are you, and how many of your number have had
to be put in the brig?
TAFT."

The "brig" on a man-of-war is a prison place for refractory bluejackets. The "cabinet" replied that they were in good health and on their good behavior and asked if any new cabinet appointments had been made.— Editor and Publisher.

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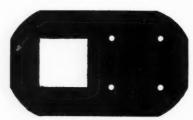
BY S. H. HORGAN.

Queries regarding process engraving, and suggestions and experiences of engravers and printers are solicited for this department. Our technical research laboratory is prepared to investigate and report on matters submitted. For terms for this service address The Inland Printer Company.

QUICK METHOD OF DRYING GLASS COVERED WITH STRIPPED NEGATIVE FILMS.—A query in *Process Work* as to the best way to dry a flat of reversed negative films quickly without the use of heat, brought out the following method, which is new to the negative strippers on newspapers, where they have the work down to perfection. It is worth trying: First make the stripping collodion a little thicker than usual, so that the film can be handled with the fingers; then rub the turning glass over with cotton soaked in naphtha oil. Strip the film dry, place on glass and rub over from center with a wad of dry cotton until air-bubbles disappear, when the film will be found in contact and perfectly dry.

TAX-FREE ALCOHOL FOR COLLODION .- " Engraving Company," Chicago, asks: "What became of that duty-free alcohol that was advocated years ago by The Inland PRINTER? I notice we are paying just as much as ever for the grain alcohol we use in collodion. Was not the tax removed from alcohol used in the arts?" Answer.— The INLAND PRINTER did urge Congress to remove the tax on alcohol used in the arts, and the tax was removed, but with certain necessary restrictions to prevent the alcohol afterward being used for tippling purposes. To escape such tax alcohol must be "denatured," as they term it, by the addition of such ingredients as will not interfere with its use in collodion and yet prevent its being used as a drink. These were the ingredients prescribed by law: One grain of negative cotton, less than a grain each of cadmium iodid and ammonium iodid. The National Steel & Copper Plate Company will supply you with the tax-free alcohol in your

A NEW METHOD OF FINDING THE PROPER SCREEN DISTANCE.— H. Calmels, editor of Le Procédé, has been demonstrating in his magazine, by geometrical diagrams, the



STOP FOR FINDING PROPER SCREEN DISTANCE.

various theories of the formation of the half-tone dot and suggests this method of determining when the screen is the proper distance from the plate for any enlargement or reduction. He has a reversible stop, on one end of which is the square stop he intends to use and the other has four holes, the centers of which correspond exactly with the

corners of the square stop. After he has focused the image to the size wanted, he inserts the screen as close to the ground glass as possible, then inserts in the slot of the lens the end of the stop containing the four holes. These show in four dots on the ground glass for each aperture in the screen; then, by racking the half-tone screen away from the ground glass, each group of four dots of light gradually merge together and when they do form a single dot of light the proper screen distance, for that particular focus, is found.

Jacobi's Half-tone Screen.—In this department for November, 1908, page 255, was shown sections of a new idea for half-tone screens, invented by Carlo Jacobi of





JACOBI SCREEN HALF-TONE.

ORDINARY SCREEN HALF-TONE.

Venice, Italy. A comparison of half-tones made by his new screen and the ordinary screen are shown herewith. Jacobi's screen would appear to possess advantages for newspaper work.

TO REMOVE STAIN FROM ENCLOSED ARC GLOBES .-"Wilson," Boston, writes: "Can you enlighten me on the proper procedure governing the care of enclosed arc globes? My troubles are, the quick forming of a white powder on the inside of the globes, then a yellow stain on the glass, which acts as a ray filter shutting out the blue-violet rays and lowering the efficiency of the light, and lastly the melting of the upper part of the glass." Answer .- The writer makes it a rule that there shall be at least two sets of globes for each electric lamp. After the operator is through with the lamp for the day, clean globes are inserted, the dirty globes are put in the nitric-acid tank over night and cleaned in the morning with other glass, a mop being used similar to the one used on lamp-chimneys. The yellow stain can be removed with hydrofluoric acid, but it must be used out of doors, as the fumes are poisonous. This stain should not occur if the glasses are cleaned daily and the carbons are of good quality. Some carbons will give off more of the white powder than others. The melting of the globes is due to too high a wattage, the voltage also possibly being at fault. This should be regulated by an electrician.

GRAINING ZINC PLATES.—"W. E. C.," Seattle, asks: "How can I grain zinc plates to get the same effect as they do on lithographic stone? I have been trying to do it by dropping a fine asphalt dust on the plate and then etching it in weak nitric acid, but the result is not the same as I see in posters, for which I want to use it." Answer.—If you see any posters on the boards made by the Gillin Company

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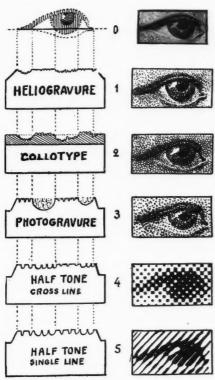
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you will notice that the grain is most successful. The method of obtaining it is the invention of Mr. Gillin himself. Years ago he used the "levigator" and fine sand as used by lithographers when the grain is put on by hand. Later a machine came into use for graining zinc, in which marbles were rolled over the metal after it had been sprinkled with fine, carefully sifted sand. The Gillin machine is an improvement, from the fact that cast-iron balls are used instead of marbles, the latter becoming cubes in use and losing their effectiveness, while the iron balls remain perfect spheres. The tray in the Gillin machine containing the sheet zinc and the iron balls has not only a rocking motion but a circular one, so that every portion of the zinc sheet, which can be 5 by 8 feet, is evenly grained. The grain thus obtained is perfect for planographic printing.

TEXTURES IN PROCESSWORK.— F. Dogilbert shows in Le Procédé some of the textures in the photomechanical reproduction of an eye. He has also tried to demonstrate by drawings of sections of each plate the character of the



TEXTURES IN PROCESSWORK

printing surface. After allowing for the exaggeration he was obliged to employ to make the differences evident, it gives one an idea of how the various processes affect the result.

USES FOR METZOGRAPH SCREEN.—"Reader," Boston, Massachusetts, asks if the metzograph screen has proved to be practical among those who have tried it. Answer.—Anthony Hall, in The American Photoengraver, answers this so concisely that he is quoted here in part: "There are cases where the metzograph screen will prove positively superior. For example, to reproduce a copy, itself a half-tone print, or where the print is from a wood engraving or steel engraving where the lines are such that the cross-line screen is bound to cause a pattern. It is in this class of work that the metzograph screen is by far superior to the ordinary half-tone screen. The metzograph screen is

also used to make the tint-plates for duotypes. In three and four color work a number of successful firms in Europe are using the metzograph screen invariably for the yellow plate. In making a negative by means of this screen, the screen should be placed as near as possible to the sensitive plate. A small stop should be used at all times and excepting where copies are severely contrasty, flashing with white paper can not be dispensed with. Once the point of screen distances and stops have been fully mastered, the work of making negatives by these screens is considerably easier than making negatives by the cross-line screens."

EXIT THE DRY-ENAMEL PROCESS.— T. F. Lyon, Chicago, writes: "What has become of the dry-enamel process? Has it superseded the ordinary enamel process anywhere?" Answer.— The best reply to that question is that Mr. Herman J. Schmidt, who sold the dry-enamel process in this country and Europe, is now talking regular enamel. Here is the formula he advises in Penrose's Process Annual for this year: Get Le Page's fish-glue, the ordinary kind used by carpenters and joiners, in one gallon cans. Put this glue into a large glass jar and add to it two ounces of alcohol and two ounces of liquid ammonia, mix well and cover up. This will keep as long as you want it. If the glue is acid the ammonia neutralizes it and the alcohol acts as a preservative. The enamel formula is:

Le Page's glue	4 02
Albumen	4 oz
Bichromate of ammonia (Merck's)	1/2 OZ
Water	8 0*

You will note the great amount of bichromate that is used; that retards the exposure a trifle, but the more bichromate used in a formula the more acid-resisting is the enamel, and in this present day we all need a tough enamel, as the plate must go through a lot of rough usage before it is finished. Mr. Schmidt advises the use of hot water in developing prints made by this enamel.

THE EDITOR'S TRIALS.

(A la Roosevelt.)

He was tried in Porto Rico
And the jury disagreed,
For the fact developed later
That no English could they read.

Then they tried him in Alaska,
'Midst the everlasting snows,
And the jury which acquitted
Was made up of Esquimaux.

Next in far-away Manila

They arraigned him for his crime,
But the Bolo chiefs who tried him
Let him go another time.

In a warship then they took him
To the sleepy isle of Guam,
And again he was acquitted
In the courts of Uncle Sam.

Then they rushed him after Peary
To the Pole to try him there,
But they couldn't find a jury
In that region anywhere.

In the District of Columbia

Now at last they hope that he
Will be convicted under

Laws of 91 B. C.

- N. A. J., in New York World.

THE INFERENCE.

Recruit — "Please, Sergeant, I've got a splinter in my 'and."

Sergeant-Instructor — "Wot yer been doin'? Strokin' ver 'ead?" — Punch.

PROOFROOM

BY F. HORACE TEALL

Questions pertaining to proofreading are solicited and will be promptly answered in this department. Replies can not be made by mail.

FIGURES .- J. W. L., Anderson, Indiana, asks: "Should all the numbers in the following quotation be expressed in figures? 'It is said that the average length of human life is only 33 years; that one-fourth of the people die before the age of 6, and one-half before the age of 16; that only 1 person in 100 lives to be 65; that 67 deaths occur every minute, and 70 births a minute. Sixty-seven deaths each minute would mean that 96,480 souls every day, or about 35,000,000 every year, go into eternity prepared or unprepared.' Please give some rules telling when and when not to use figures to express numbers." Answer .- The use of figures in the quotation seems right, though the word one might well enough be used instead of 1, and the sentence beginning with the word sixty-seven might well enough begin with figures, except for the fact that very many people object to figures at the beginning of a sentence. I suppose the objection is because of the common rule that a sentence must begin with a capital; but a much better way would be to word the sentence so that the figures are differently placed, though that would have to be done by the writer. Here are rules from the "Inland Printer Vest-Pocket Manual," which are the best that I know: "In general matter it is common to use figures for 100 or more, except in the case of large round numbers, particularly such as a thousand, or three millions. It is not uncommon, however, to use them [figures] for numbers of ten or more, and their use is preferable in giving two or more numbers together, even if some are only units. In statistical matter all numbers should be in figures. Sums of money, especially \$1 or more, are printed in figures in news-matter, with the exception of round numbers. General directions as to the use or non-use of figures can hardly be made to meet all cases satisfactorily, as so much depends upon the nature of the work in hand. In books of a general character, particularly novels, it is well to avoid figures as much as possible."

COMPOUNDS .- J. W. L., Anderson, Indiana, asks also these questions: "You hyphenate gospel-wagon; would you also hyphenate gospel worker? You write Bible-oath; would you so write Bible lesson? You use hyphens in prayer-meeting and praise-meeting; would you use them in testimony meeting, ordinance meeting, and revival meeting? You write North-American birds; would you also write New-Testament doctrine, Old-Testament character and Holy-Spirit dispensation? You compound well-known when it precedes a noun; would you compound it in the following instance? 'He was well known in that country." Answer .- The best authority in the world on English compounds, whoever that may be, could not answer such questions in such a way as to put all such terms on a fixed basis acceptable to everybody. English usage is unsettled, and even personal usage has not in any known instance shown a plain practice of clear analogical reasoning. All of our correspondent's questions except the last must remain open for personal decision. The questions are in such form that the answers will be most fitting as

statements of personal preference. After answering them in that way some general remarks may be acceptable. especially as some of the decisions made must stand, even after the most elaborate explanation, as cranky, absurd, or anything else obnoxious, to those whose habit of thought is not in line with that by which they are reached. Our correspondent's use of the expressions "you hyphenate," "you write," etc., must mean that he finds the terms as noted in the Standard Dictionary, since only in that work are they recorded as my choice. All the compound forms in that dictionary were chosen by me, and in general they show what I should choose to-day if I were doing a similar work; but in a comparatively few instances certain circumstances were allowed to influence the choice against my true opinion, and in some others my opinion was made to appear unduly dogmatic in favor of a certain form that I should not insist upon save as the better one to use in a record where only one form could be given. Gospel-wagon is a term of the kind just mentioned above. I should never criticise any one for writing gospel wagon, though I should myself use the hyphen. And yet I do not think gospel worker should have a hyphen. To those who think the two forms conflict I should say, use neither hyphen. Prayer-meeting and praise-meeting are words that have been more often compounded than otherwise in the best print, and are so given in all the dictionaries except Webster's International, which work dropped the hyphen from one and kept it in the other, strangely giving prayer meeting, but praise-meeting, though I have no hesitation in asserting positively that no such difference can be proved to be established in usage. I prefer both of these with the hyphen, when considering them alone, probably because I am convinced that they prevail in that form in the best usage; but I do not like the idea of using hyphens in the other terms here grouped with them, and should prefer omitting all the hyphens rather than making all these terms compounds. Bible-oath and Bible-lesson are nearly alike in their nature to demand similarity of form, and they are correctly enough compounded if one chooses to compound them. Usage, however, seems largely to favor Bible oath and Bible lesson, and I really have no fixed choice. The only point I am sure of is that I should not write the two terms near together in differing form. Good enough argument could be made in favor either of compounding or of separation, but they should be alike anyway. North-American I hold to be better than North American in any use, not only as an adjective, and in my own work, whether writing or printing, Central-American, South-American, East-Indian, New-Yorker, New-Englander, and all other terms just like them, will always have the hyphen. But this is for a reason that has no bearing whatever on the words mentioned with the first of these in our question. My reason is that the suffix is added to the name as a whole, not only to the last word of the name, a North-American being a native or inhabitant of North America, not an American of the North, or anything else that makes North truly a separate adjective in this use. No one can truthfully say that there is any error in making the other compounds, but there is no such cogent reason for compounding as in the case of the words with suffixes, and usage favors keeping them separate. I prefer them separated, both on the ground of usage and because the capital letters are sufficient distinction in form. This is true also in many other cases. Thus, while I have seen in print such forms as United-States army, New-York city, Chief-Justice Chase, etc., I should not use these hyphens, nor those in Old-Testament, Holy-Spirit, etc., because usage has never established them, and because they are not needed. Practically universal usage makes well-known a compound adjective before a noun, as in a well-known man, but separates the words well known in the other use. In

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both cases we have an adverb and a participial adjective, but in the first they stand in the unified sense of a single qualifying adjective, and in the other they are used as a participle and a modifying adverb, in the normal grammatical construction. Some people nowadays are so radically loose as to grammatical construction as to reject hyphens almost entirely, and they do not compound well known in either use; but, as said above, the distinction here indicated is practically universal. There are many diverse opinions about compounding in English, from that of the stickler for absolute consistency (which is as unattainable as absolute consistency in the forms of preterits and participles) to that of the stickler at the other extreme who wants no hyphens at all. Naturally, this being so, everything possible, and many things that one would suppose to be impossible, is found in print. One of the most surprising instances of looseness is found in the work of a famous author who used to be a typesetter, and consists in the use of woodpile, wood-pile, and wood pile, all three within two short pages. A key to the commonest action in such matters exists in one man's answer to the question what to do about compounds, who wrote, "I always use a hyphen whenever two words are to be written as one," actually nullifying the assertion in the very act of making it, by writing when and ever as one word without a hyphen. The one fact that can be proved as to really general practice is that the majority, even of the best writers, have not yet adopted any systematic method. Yet it may be safely asserted that no person can be found to deny that, as in the case of the wood-pile, some one of the three forms must be better than either of the others, or at least that it is better to use one form in three instances close together. Any choice must be based on some kind of reasoning, and any reason that is cogent in favor of any choice as to one term must be equally applicable to any other term exactly like it; that is, if wood-pile is good form for naming a pile of wood, the hyphened form is equally right for a pile of anything else, and also for such a collection or mass under any other name, as heap - thus, book-pile or sand-heap. But usage forbids carrying such logic to its full fruition, unless we wish to make the language all new in this respect, which I do not wish to do. Usage has thoroughly established in single-word form many terms in which such rigid logic would prescribe a hyphen, as sunrise, sunset, sunbeam, eyeball, eyesight. Practice must be founded on such reasoning as this by Lindley Murray about moods and tenses: "If the arrangement of the moods, tenses, etc., which we have adopted is suited to the idiom of our tongue, and the principle on which they are adopted is extended as far as use and convenience require, where is the impropriety in arresting our progress and fixing our forms at the point of utility? A principle may be warrantably adopted, and carried to a precise convenient extent, without subjecting its supporters to the charge of inconsistency for not pursuing it beyond the line of use and propriety."

THINGS TO AVOID.

It is bad to make remarks about the food at dinner, or To talk about things which only interest yourself.

To contradict your friends when they are speaking.

To grumble about your home and relatives to outsiders.

To say smart things which may hurt one's feelings.

To be rude to those who serve you, either in shop or at

To think first of your own pleasure when you are giving

To refuse ungraciously when somebody wishes to do you a favor.

To behave in a street car or train as if no one else had a right to be there.— Byron Williams.

Translated for THE INLAND PRINTER.

AN AUTHOR'S OPINION OF PROOFREADERS.*

BY N. J. WERNER.



N a novel by Ida Boy-Ed, entitled "Nichts über mich" ("Nothing Over Me"), running in Ueber Land und Meer, occurs this paragraph: "Alveston picked up a newspaper and began to read. But he took in nothing of that over which his eyes passed. He read like a proofreader; he saw only words, built up of letters,

and sought for no sense." This paragraph angered the editor of the Korrespondent, and he replied to it in the

following terms:

"How peculiarly this worthy woman must paint the work of proofreading in her mind. Should she be compelled to earn her daily bread through reading proof, and attempt to do her work in this manner, she would be kicked out, even from the worst 'blacksmith' shop, the very first day." Upon this the author sent the following letter to the editor: "It is one of my principles to remain silent in respect to personal attacks. But your No. 144 [of the Korrespondent] has been sent to me from so many sides, and I have also received letters (thankfully, not anonymous ones) from proofreading circles, that I may do well, in a few words, to state my position in this matter. Nothing is farther from my mind than to insult a so highly worthy and so extremely necessary calling as that of the proofreader. . . . I grew up among power presses and proofsheets, for my father was a master printer. I have published a large number of books. I often furnish journals and periodicals of the first class with original miscellany, the proofs of which I not always have the opportunity of reading. No one can deny me large experience in this field. If all proofreaders were infallible and never became dulled while reading, the repeated reading of proofs would not be necessary. That proofs are not read twice, thrice, merely to see if previous corrections have been made, we all know too well. There are scientific works which receive as many as eight readings before they are passed for publication.

"If the letters composing a word appear in disorder, so that it conveys no sense, even a child recognizes it as a mechanical misfortune, a printer's bad luck. But if a correctly spelled word ruins the sense of a sentence, one can wager a hundred to one that the proofreader merely read the letters of the text. For example, I found within the last few days in a Berlin journal, in which printers' mistakes are rare, the phrase: 'As the dead one (verstorbene) returned.' From the context 'the lost one (verlorne), was evidently meant. Daily one finds sucn errors even in books.

"Nothing tires the brain more than proofreading. After perusal of a quantity of proofsheets the readers are seldom so fresh that they can read according to the sense. Slowly they glide into that mechanical condition in which they can look at words only to note their spelling.

"I maintain, however, that this is advantageous; that there would be more misspellings if reading were not done mechanically. If the mental participation of the proofreader - who is always a person of culture, and often one of literary capacity - were too highly aroused to the spiritual content of the sheets before him, countless typographic errors would escape his attention.

"If the proofreaders feel angry or demeaned, which I in no degree intended, I can, in order to appease them, do no more, when my new novel appears in book form, than to modify the offensive paragraph by saying 'He read like a tired proofreader."

^{*} From the Oesterreichisch-Ungarische Buchdrucker-Zeitung.



This department is designed to furnish information, when available, to inquirers on subjects not properly coming within the scope of the various technical departments of this magazine. The publication of these queries will undoubtedly lead to a closer understanding of conditions in the trade.

All requests for information demanding a personal reply by mail should be accompanied by a self-addressed, stamped envelope.

METAL PICA MEASURES (387).—" Can you give me the name and address of a firm in Chicago making steel or brass pica measures?" Answer.—The Standard Rule Company, 4725 Indiana avenue, Chicago.

FLY-STICKS HAVING "STARS" (394).—"Where can I procure the fly-stick having swell tin 'stars?' I understand they prevent smutting of the stock." Answer.—A. F. Wanner & Co., 340 Dearborn street, Chicago, carry them in stock.

METAL NAME-PLATES (390).—"Kindly give us the name and address of a firm making metal name-plates for a machine we purpose putting on the market." Answer.—Write to the Turner Brass Works, 184 Dearborn street, Chicago. Also, J. F. Tenney & Co., 152 Lake street, Chicago.

GUMMED TAPE FOR PACKAGE SEALERS (389).—" Kindly give us the name of firm manufacturing gummed tape for package-sealing tape machines. We are in the market for quite a quantity of this material." Answer.— James D. McLaurin Company, Tribune building, New York, can supply you.

FINGER PROTECTORS FOR PRESSFEEDERS (396).—"Can you tell me where I can procure rubber fingers to use while feeding rough stock?" Answer.—There are several kinds of finger-tips which are suitable for this purpose. One grade we have seen which is reversible, having a smooth and a corrugated side, is sold for 15 cents and may be procured from dealers in rubber sundries.

DEVICE TO DISSIPATE ELECTRICITY IN PAPER (397).—
"Is there any practical method of preventing electricity in stock? At various times we have much of this trouble."

Answer.—D. H. Champlin, 735 Stock Exchange building, Chicago, handles a device which obviates slip-sheeting, also dissipates electricity in stock. The Thalmann Printing Ink Company, St. Louis, Missouri, have a compound which is said to do the work satisfactorily.

CURLING OF GUMMED LABELS (408).— "We have a great deal of gumming to do, such as labels for hosiery mills. One end is gummed. We are having a lot of trouble with the label curling. Would you kindly suggest a way to prevent this?" Answer.—Better use fish-glue for the gumming; it is much better than mucilage. If you must use mucilage, make it pretty thin, and let the labels dry very slowly. Better experiment with the fish-glue first.

DIE PRESS AND ENGRAVING MACHINE (381).—" Please furnish me the address of a firm handling a plate press for cards and fancy stationery, and the machine for making the plates." Answer.— The following firms make or handle die or plate presses: American Falcon Press Company, 346 Broadway, New York city; E. R. Carver Company, 346 Broadway, New York city; E. R. Carver Company.

pany, Fifteenth street and Lehigh avenue, Philadelphia, Pennsylvania; Modern Machine Company, Belleville, Illinois, and Roth Machine Company, St. Louis, Missouri. We do not know of a machine for making plates for work of this character.

PASTE FOR FOLDING BOXES (373) .- "Kindly advise me of the best method of making paste for folding boxes. The paste I use at present is the regular paperhangers' paste, but this causes the paper to buckle up." The paperhangers' paste to which you refer is too thin. If you have an open end, live steam-pipe, mix up the best quality of flour in cold water, adding to it five per cent by weight of dextrin and one per cent of alum. The consistency should be about that of thick cream. Now insert the end of the steam-pipe into your kettle, and turn on the full pressure of steam, meanwhile stirring the mixture with a stick until it thickens and changes from a bluishwhite to a dark-cream color. When cold, this paste can be reduced with water to a workable consistency. The buckling of which you complain is caused by using a watery paste.

ORIGIN OF THE PRINTERS' DEVIL (391) .- "Where can we get a book that tells us why an apprentice is called the 'printers' devil '? We have read that during the superstitious ages the people believed that any one who was connected with the printing business was in league with the devil. We would certainly appreciate this information if you can give it to us." Answer .- The following account of the origin of printers' devils is taken from the Grub Street Journal of October 26, 1732, and may be taken as authoritative: "As I was going the other day into Lincoln's Inn, under a great gateway I met several lads loaded with great bundles of newspapers, which they brought from the stamp office. They were all exceeding black and dirty; from whence I inferred they were 'printers' devils' carrying from thence the return of unsold newspapers, after the stamps had been cut off. They stopt under the gateway, and there laid down their loads; when one of them made the following harangue: 'Devils, Gentlemen and Brethren - Though I think we have no occasion to be ashamed on account of the vulgar opinion concerning the origin of our name, yet we ought to acknowledge ourselves obliged to the learned herald who, upon the death of any person of title, constantly gives an exact account of his ancient family in my London Evening Post. He says, there was one Monsieur Devile, or DeVille, who came over with the Conqueror, in company with De Laune, De Vice, De Vul, D'Ashwood, D'Urfie, D'Umphry, etc. One of the sons of this Monsieur DeVille was taken in by the famous William Caxton, in 1471, as an errand boy, was afterward his apprentice, and, in time, an eminent printer, from whom our order took their name. But suppose they took it from infernal devils, it was not because they were messengers frequently sent out in darkness, and appeared very black, but upon a reputed account, viz.: John Fust, or Faustus, of Mentz, in Germany, was the inventor of printing, for which he was called a conjuror, and his art the Black Art. As he kept a constant succession of boys, to run on errands, who were always very black, these they called devils; some of whom being raised to be his apprentices, he was said to have raised many a devil." This Fust was a partner of Gutenberg, and the art of printing being still a secret, the public considered that the books which issued from their establishment could not have been produced so quickly without assistance from the Evil One himself. Hence it was not a great stretch of imagination in that superstitious age, to regard the ink-bedaubed lads who were seen emerging cautiously from the printing-office of Fust and Gutenberg, as "devil's apprentices," or "printers' devils."

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ORGANIZATION IN NEW YORK.

The movement initiated at the record meeting of New York employing printers held on December 28 has taken the next logical step. At the first meeting it was ordered that a committee of fifteen be appointed to "formulate rules and regulations for this new organization." This committee, with former Congressman Little as chairman and Charles W. Smith as secretary, was composed of the following gentlemen: Frederick Alfred, Isaac H. Blanchard, J. W. Bothwell, William Green, H. C. Hallenbeck, James Halley, William Kiesling, Edmund Osborn, M. J. Pendergast, Judd Redfield, Robert Schalkenbach, Martin Stettiner and Edward Carroll, Jr.

The committee reported to a second meeting held on January 25 recommendations as to what, in its opinion, ought to be done, but made no pretensions of submitting a

complete plan to the meeting, which it was impossible to devise in the limited time at its disposal. The basic principle of the scheme is given under the caption "Purpose," which is "To maintain a cost-teaching and estimating bureau, with dues sufficient to enable the organization to furnish, free of cost to each of its members, competent men to install a thorough and satisfactory cost system.

"The association shall maintain, without cost to its members other than their dues, a corps of estimators sufficient to enable any member to receive figures on ordinary specifications within twenty-four hours, and on large or complicated specifications as quickly as, or more quickly than, the member could himself make them. The figure made by the estimator on any given specification shall, unless objection be raised at the time by one of the bidders, become the minimum for that specification. If any interested bidder thinks that the price quoted is too high or too low he may, through the manager, call a meeting of the interested bid-

ders to be held at the association office, and there the estimator and the bidders shall work out the proper price, and said price shall become the approved price. It shall be the privilege of any interested bidder to quote the approved price or as much higher as in his judgment is proper, but no lower."

The establishment of a credit department is another feature of the proposed "Employing Printers Association of New York," which is the name suggested by the committee.

The dues (paid monthly in advance) are to be one-half of one per cent of the mechanical pay-roll for the previous year, with a minimum of \$60 a year. The initiation fee proposed is five times the annual dues.

The usual officers are provided for by the committee together with a "governing committee" of nine, including the four executive officials — president, vice-president, sec-

retary and treasurer. The five remaining members are to be selected with "a regard to the size of the offices" and nature of the business represented. The object is to insure that book, periodical, job, law, color and general mercantile printers will be represented on the governing committee, which is designed to be a continuing body, changing its personnel gradually. This committee is vested with large powers, for the draft submitted says it should have "discretion and power to deal with special cases as may seem equitable."

The association is to have authority to establish minimum rates on plain bookwork from plates, law printing and other work that is uniform in character. Estimates on all specifications exceeding \$100 shall be prepared at the association's office, the checking being done by members bidding on the job. Work costing more than \$50 and less

than \$100 shall be figured on by members and checked by the association. The method to be pursued in such cases may be described thus:

"The member receiving a request for estimate on an order running from \$50 to \$100 shall immediately report same with specifications. If the order has already been reported, he will be so notified and price given him. If it has not been reported, it shall be his duty to immediately make up figures on same and telephone them to the association with particulars, for criticism and O. K. If his price is accepted by the association, that price shall become the minimum for the order. The reporting member is entitled to quote the association's minimum rate."

Regulations of this character must be enforced by a penalty, but the only punitive feature mentioned is expulsion, which may be imposed by a seventy-five per cent vote of the members at any regular or special meeting, if six days' notice has been given of intention to discipline the offending member.

This plan was discussed and amended at the January mass-meeting, and the committee was about to secure signatures, when a new obstacle arose. Some who dissented from the committee of fifteen's plan called another massmeeting, which decided to appoint five to confer with the senior committee. The outcome has not been made public.

A writer in our correspondence department says the movement is dead. Mr. Smith, a prominent factor in the work, does not agree with that conclusion. He says even the dissidents concede prices should be increased, and the only way to do so is through organization. To his mind the agitation has been so effective that there "will appear in the field of New York printing an organization the purpose of which shall be to educate printers in the cost of their work, and to encourage a disposition on the part of members to sell their product at prices which shall make possible some reasonable profits."



CHARLES W. SMITH,
Secretary of the New York Typothetæ and of the
Committee of Fifteen.



Brief mention of men and events associated with the printing and allied industries will be published under this heading. Items for this department should be sent before the tenth day of the

ORGANIZATIONS OF PRINTING AND ALLIED TRADES.

AMERICAN NEWSPAPER PUBLISHERS' ASSOCIATION.— President, Herman Ridder, New York Staats-Zeitung; Vice-President, Medill McCormick, Chicago Tribune; Secretary, Elbert H. Baker, Cleveland Plain Dealer; Treasurer, W. J. Pattison, New York Evening Post; Manager, Lincoln B. Palmer, World building, New York city; Chairman Special Standing Committee, H. N. Kellogg, Tribune building, Chicago, Ill.

CANADIAN PRESS ASSOCIATION.— President, D. Williams, Bulletin, Collingwood, Ont.; First Vice-President, L. S. Channell, Record, Sherbrooke, P. Q.; Second Vice-President, J. F. Mackay, Globe, Toronto, Ont.; Secretary-Treasurer, J. R. Bone, Star, Toronto, Ont.; Assistant Secretary, A. E. Bradwin, Reformer, Galt, Ont.

NATIONAL EDITORILA ASSOCIATION OF THE UNITED STATES.— President, Will H. Mayes, Bulletin, Brownwood, Texas; First Vice-President, A. Nevin Pomeroy, Franklin Repository, Chambersburg, Pa.; Second Vice-President, R. E. Dowdell, Advocate, Artesian, S. D.; Third Vice-President, Frederick P. Hall, Daily Journal, Jamestown, N. Y.; Corresponding Secretary, Wm. F. Parrott, Reporter, Waterloo, Iowa; Recording Secretary, R. H. Walker, Democrat, Athens, Ala.; Treasurer, Will Curtis, Star Courier, Kewance, Ill.; Poet Laureate, W. E. Pabor, Florida Agriculturist, Jackson-ville, Fla.; Flag Custodian, C. F. Lehman, Herald, Halletsville, Texas; Editor and Publisher of Official Paper, B. B. Herbert, National Printer-Journalist, Chicago, Ill.

FEDERATION OF TRADE PRESS ASSOCIATION.—President, David Williams, Iron Age, New York city; Vice-President, C. V. Anderson, Root Newspapers Association, St. Louis, Mo.; Secretary-Treasurer, John Clyde Oswald, American Printer, New York City.

UNITED TYPOTHETAE OF AMERICA.—President, E. Lawrence Fell, 518 Ludlow street, Philadelphia, Pa.; Vice-President, Wilson H. Lee, New Haven, Conn.; Treasurer, A. M. Glossbrenner, Indianapolis, Ind.; Secretary, John Macintyre, Bourse building, Philadelphia, Pa.

PRINTERS' LEAGUE OF AMERICA (New York Branch).—President, Charles Francis; Vice-President, J. William Walker; Recording Secretary, William H. Van Wart; Tressurer, B. Peele Willett; Corresponding Secretary, D. W. Gregory, Room 2, 75 Fifth avenue, New York city.

INTERNATIONAL ASSOCIATION OF PHOTOENGRAVERS.— President, H. C. C. Stiles, Maurice Joyce Engraving Company, Washington, D. C.; Vice-President, H. A. Gatchel, Gatchel & Manning, Philadelphia, Pa.; Secretary, Frank H. Clark, Eclipse Electrotype & Engraving Co., Cleveland, Ohio; Treasurer, John C. Bragdon, John C. Bragdon Company, Pittsburg, Pa.

NYERNATIONAL TYPOGRAPHICAL UNION.— President, James M. Lynch, Newton Claypool building, Indianapolis, Ind.; First Vice-President, J. W. Hays, Newton Claypool building, Indianapolis, Ind.; Second Vice-President, Hugo Miller, Newton Claypool building, Indianapolis, Ind.; Third Vice-President, Daniel L. Corcoran, 97 Cornelia street, Brooklyn, N. Y.; Secretary-Treasurer, J. W. Bramwood, Newton Claypool building, Indianapolis, Ind.;

INTERNATIONAL PRINTING PRESSMEN'S AND ASSISTANTS' UNION.—President, George L. Berry, Rooms 702-705 Lyric Theater building, Cincinnati, Ohio; First Vice-President, Peter J. Dobbs, 1065 Bedford avenue, Brooklyn, N. Y.; Second Vice-President, M. H. Flannery, 14 Custom House court, Chicago, Ill.; Third Vice-President, Peter J. Breen, 76 Lafayette street, New York, N. Y.; Secretary-Treasurer, Patrick J. McMullen, Rooms 702-705 Lyric Theater building, Cincinnati, Ohio.

INTERNATIONAL BROTHERHOOD OF BOKBINDERS.—President and General Organizer, Robert Glockling, 132 Nassau street, New York; First Vice-President, Joseph A. Prout, New York city; Second Vice-President, Miss Rose Kelleher, San Francisco, Cal.; Third Vice-President, Louis Stark, Washington, D. C.; Secretary-Treasurer, James W. Dougherty, 132 Nassau street, New York city; Statistician, Harry G. Kalb, 826 Division street, Indianapolis, Ind.

Indianapolis, Ind.

INTERNATIONAL PHOTOENGRAVERS' UNION OF NORTH AMERICA.— President, Matthew Woll, 6216 May street, Chicago, Ill.; First Vice-President, Andrew J. Gallagher, San Francisco, Cal.; Second Vice-President, Edward J. Shumaker, Pittaburg, Pa.; Third Vice-President, P. J. Brady, New York, N. Y.; Secretary-Treasurer, Louis A. Schwarz, Philadelphia, Pa.

INTERNATIONAL STEREOTYPIERS' AND ELECTROTYPERS' UNION.— President, James J. Freel, 1839 Eighty-fifth street, Brooklyn, N. Y.; Vice-President, J. Fremont Frey, care News, Indianapolis, Ind.; Executive Board, the foregoing, and August D. Robrahn, Chicago, Ill.; M. J. Shea, Washington, D. C.; George W. Williams, Boston, Mass.

Brootherhoon of Woon Engalymen No. 1— President William Blooder.

BROTHERHOOD OF WOOD ENGRAVERS NO. 1.— President, William Blandan, 49 La Salle street, Chicago, Ill.; Vice-President, Paul Rau; Recording Secretary, Otto Kuhm; Financial Secretary, Fred Kemmerling; Treasurer, Al Feiss; Sergeant-at-Arms, Harry Stuart.

Show Printers' Association.— President, Charles W. Jordan, Chicago, president of the Central Show Printing and Engraving Company; Vice-President, James Hennegan, Cincinnati; Treasurer, H. J. Anderson, Cincinnati; Secretary, Clarence E. Runey, Cincinnati.

NATIONAL PAPER TRADE ASSOCIATION.—President, W. F. McQuillen, Boston, Mass.; First Vice-President, E. U. Kimbark, Chicago; Second Vice-President, John Leelie, Minneapolis; Secretary, T. F. Smith, Louisville, Ky.; Treasurer, E. E. Wright, New York city.

EMPLOYING PRINTERS' ASSOCIATION OF NEW ORLEANS.— President, Wil m Pfaff, of Searcy & Pfaff; Vice-President, Frank P. Hyatt; Secretary easurer, Geo. M. Upton.

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BEN FRANKLIN CLUB OF CHICAGO.—President, W. J. Hartman; Vice-President, Wm. A. Grant; Treasurer, Julius C. Kirchner; Secretary, F. I. Ellick, 1327 Monadnock block, Chicago, Ill.

FRANKLIN CLUB OF WISCONSIN.—President, George H. Owen; Vice-President, M. C. Rotier; Treasurer, P. H. Bamford; Secretary, Charles Gillett, 203-204 Montgomery building, Milwaukee, Wis.

EMPLOTING PRINTERS' ASSOCIATION OF TEXAS.— President, George M. Courts, Galveston; Treasurer, Robert Clarke, San Antonio; Secretary, Marvin D. Evans, Fort Worth.

WESTERN MASTER PRINTERS' ASSOCIATION.— President, Seneca C. Beach, of Mann & Beach, Portland, Ore.; Vice-President, J. M. Anderson, Sacramento, Cal.; Secretary, A. B. Howe, Pioneer Bindery and Printing Co., Tacoma, Wash.; Treasurer, L. Osborne, San Francisco, Cal.; Assistant Secretary, E. R. Reed, Portland, Ore.

ASSOCIATED BILLPOSTERS AND DISTRIBUTORS OF UNITED STATES AND CANADA.—President, George L. Chennell, Columbus, Ohio; Vice-President, Walter S. Burton, Richmond, Va.; Treasurer, Clarence U. Philley, St. Joseph. Mo.; Secretary, Charles Barnard, Suite 609, Rector building, Chicago, Ill.

Franklin Printing Trades Association of San Francisco (an advisory organization composed of employing printers, employees, paper dealers, type-founders, inkmakers, etc.).— President, Charles A. Murdock; vice-president, I. O. Upham; treasurer, Grattan Phillips; secretary, George B. Goodhue, 343 Front street, San Francisco, Cal.; executive committee, George F. Neal, John Kitchen, Jr., Frank Abbott.

DEATH OF TREASURER OF BIRNIE PAPER COMPANY .- The sudden death is announced on January 25 last of Alfred Birnie, treasurer of the well-known paper house of Alfred Birnie & Co., of Springfield, Massachusetts.

I. T. U. OPPOSED TO FARMING OUT CENSUS WORK .-- The International Typographical Union officials opposed the clause in the national census bill permitting the director of the census to have the printing contracted for by private firms. As a consequence local unions addressed congressmen asking them not to overthrow President Roosevelt's veto of the bill.

AGED EGYPTIAN COMPOSITOR IN HARD LUCK .- There was recently admitted to a local charitable institution a compositor named Ibrahim Effendi Chabrawi, who had been for a long time past employed at the National Egyptian Printing Office at Cairo. He had been apprenticed to the business when nine years of age, and had passed eighty years in the trade .- Printing Machinery, London.

AN ESTEEMED CONTEMPORARY.—"Insatsudoshi, monthly journal devoted to the art of printing, No. 1, established five years ago," comes to us from the publishing office Insatsudoshi, Kai Kyoto, Japan. This is all the English it has in it. The illustrations in half-tone are well executed, though the reductions in the plates are much too minute. It is filled with ideas, for the ideographs are there.

EDITORIAL CONVENTION .- The next convention of the National Editorial Association will be held at Seattle, Washington, July 19 to 25. That was the decision of the executive committee at its annual meeting held at Kansas City on February 3. An elaborate program of entertainment has been arranged by the Seattle people, but Chattanooga, Tennessee, was a good second in the race for the honor.

PAPERMAKERS' CONVENTION .- The International Brotherhood of Papermakers, Pulp, Sulphite and Paper Mill Workers held its annual convention at Boston during the week February 8-13. There were fifty-two delegates present. The general strike of the papermakers was discussed at length, and there were speeches advocating closer coöperation between the printing trades and papermakers'

PHILADELPHIA BANQUET .- In keeping with the atmosphere of Poor Richard that clings to the city, the employing printers of the City of Brotherly Love celebrated Franklin's birthday by a banquet in the Clover Room of the Bellevue-Stratford Hotel. More than two hundred covers were laid, the company entertaining out-of-town guests hailing from New York, Washington, Baltimore, Boston, New Haven, Richmond, Oswego, Buffalo, Wilkesbarre, and Mr. Courts from far-off Galveston. Under the guidance of Toastmaster Edward Stern, E. Lawrence Fell, president of the United Typothetæ, George H. Buchanan, Hon. William Bunn, Walter McDougall and Charles W. Smith and Robert Middleditch of New York made speeches.

CANADIAN NEWSPAPERMEN TO MEET.— The Canadian Press Association will hold its annual meeting at Toronto on March 25-27. This organization is on record as opposing the Dominion postal regulations which discriminate against American publications and has secured several important modifications. It is expected the subject will be given consideration at the forthcoming session. D. Williams, of the Collingwood (Ont.) Bulletin, is president of the association, and J. R. Bone, of the Toronto Star, secretary-treasurer.

PRINTER TARDY IN PRESENTING BILL.— Observing readers are not surprised at anything which may happen in bounding, progressive Kansas. Among things unique is a printer who is slow in rendering bills — so slow in fact that the press says the board of commissioners of Leavenworth county "issued an order to Frank Harmon to render his bill for all due him from the county to date." Lucky Harmon! to be able to allow an account to rest, and to have a customer so anxious to pay that such an order was issued.

Wants U. T. A. Convention.— The Typothetæ of Rochester, New York, is anxious to secure and is hopeful of getting the next convention of the United Typothetæ of America. It was generally supposed that Cleveland had the preference, but the Rochesterans express surprise at the strong sentiment in favor of holding the convention in the neighborhood of Niagara Falls. E. C. Sanger, of the Central Printing and Engraving Company, president of the local Typothetæ, is pushing Rochester's claims on the attention of the national executive committee, which names place and date of the meeting.

NOVEL NEWSPAPER ADVERTISING.—The London Morning Leader is seeking publicity by giving unique moving-picture shows throughout its territory. Starting with a view of a news event of the day, the films show the news coming into the Morning Leader office on the "tape"; the editor putting it in shape; operators setting up the copy; stereotypers casting plates; 3 A.M., the prospective reader sleeping at his home; the presses hard at work; the autos starting with their loads of papers; the paper at the breakfast table. To stimulate interest the Leader offers \$250 (and a like amount in consolation prizes of \$5 each) for the best name for its advertising venture.

TYPOGRAPHICAL ERROR CAUSES LEGISLATION.—" Jersey law" has long been the subject of jest among the irreverent and a terror to "malefactors of meager wealth," but when a Republican candidate for alderman lost his seat because a compositor omitted a letter in his Christian name it was too much for even patriotic Jerseymen. Rudolph G. Schaaf was the victim, his name appearing on some pasters as "Rudoph." His friends introduced a bill amending the election act, so that typographical errors may not invalidate elections. It is remarkable that some one did not propose an amendment that the printer or his proofreader be made responsible, financially and otherwise, for such errors.

CANADIAN PUBLISHERS WANT NEW LIBEL LAW.—A deputation of Ontario newspapermen waited on the attorney-general of the province to discuss proposed amendments to the libel laws. Among a host of suggestions the newspapermen wanted the law changed so that "When several papers are being sued for the same alleged offense the conditions for securing a consolidation of interests" should be made easy. They also urged that it was impossible to verify the news items in these days of numerous editions, consequently a prompt explanation and apology should be summary reparation for alleged injury arising from news matter from sections other than that in which

the offending publication circulates. The attorney-general said something might be done, but as the newspaper fraternity was asking for special or class legislation the legislature would treat the subject with much care and a good deal of hesitation.

Amos Cummings Memorial.— President Lynch, of the International Typographical Union, took advantage of the Christmastide feeling to ask for contributions to be devoted to the erection of an addition to the Union Printers' Home for the proper housing of the library of eight thousand volumes. The cost of the addition will be about \$25,000 and the response to Mr. Lynch's appeal was so generous that \$18,000 of the amount is now in the officers' hands. The building will be a memorial to Amos Cummings, a former editor of the Sun and the Tribune of New York, and the first union printer to be elected to Congress. Mr. Cummings was a member of the Board of Trustees of the Home in 1890.

THE PEOPLE'S PRINTING IN MASSACHUSETTS.— Boston has had a municipal printing-plant for some years, but the present city printer recommends its abolition on the ground that it has been and is an expensive luxury—hurtful to the city treasury and harmful to the employees. The State printing is done by contract, and it breeds dissatisfaction also. The Boston Traveler tells us that a legislator is asking for an investigation to determine whether too much of the State's money is not finding its way into the pockets of printers. It is the old, old story of a plethora of copies being ordered, as another legislator proposes to reduce the run on the board of agriculture's report from twenty-four thousand to ten thousand five hundred.

Business Good in New York.—Charles W. Smith, secretary of the New York Typothetæ, and prominent in the price-raising movement in that city, speaking of business conditions, said: "Recently I made a canvass of many of the largest printing-shops of New York city and found in every instance these houses reported that they were very busy. Each printing concern seemed to take it for granted that its house was the only one that was busy, and that the others were doing a comparatively small business. As a matter of fact, the volume of business done in the printing houses of New York is very large, and the only reason why printers are complaining of hard times is that they are not getting a fair price for their product. The fault surely is not with the volume of business done."

BIG SIX'S BALL .-- New York Typographical Union had its Lincoln celebration in the shape of a ball at Grand Central Palace on the evening of February 11. The hall was decorated with reminders of the martyred President, among them being a large painting which was loaned by a prominent art collector. The proceeds of the entertainment will be used for the maintenance of beds in various New York hospitals. As three thousand persons were in attendance, the amount can not be insignificant. President Lynch and Public Printer Donnelly were among the distinguished guests. The following constituted the committee of arrangements: B. A. Abbett, chairman; S. A. Atkinson, vice-chairman; T. S. Rowe, secretary; Louis Frank, George Owen, Charles Peppel, Joseph First, William F. Butz, W. S. Abernethy, W. H. Collins, Harry Entwistle, James King, John F. Halloran, E. A. Finn, L. B. Hart, T. W. Johns, John McCutcheon, Harry McFall, George Brady, W. J. Loughman, J. McKenna, Frank Eames and William A. Penny.

BEN FRANKLIN CLUB DINNER.— The "annual banquet and entertainment," as the menu put it, of the Ben Franklin Club of Chicago was held on Saturday, February 13, at the Auditorium Hotel, and was an unqualified success, 525 covers being laid. The tables cleared, William H. Sleepeck

took charge as master of toasts, and rather surprised the Franklinites by his quaint comment and pert vivacity. There was singing by a quartette and several soloists, a monologist and a ventriloquist, who, as Sir Charles Middleton of Australia, made his manikins do the usual printorial "stunt" of cutting a price on a job from \$500 to \$100 in the wild scramble for work. The obvious lesson was that printers should get together. President Hartman made an address relating to the club's aims and its successes; W. H. Manss, secretary of the Chicago Association of Commerce, Judge John N. Newcomer and Rev. Frank G. Smith also spoke, the latter on Abraham Lincoln, winding up Chicago's celebration of the emancipator's centenary. The affair was in charge of the following com-W. H. Kendig (chairman), J. A. Morgan, O. A. Koss, E. F. Harman, with President Hartman and Secretary Ellick as ex-officio assistants.

SLOWNESS IN DELIVERY CAUSES LOSS OF SUIT .- In the New York Supreme Court Justice Dayton gave a decision of unusual interest to theatrical managers, when he dismissed the complaint in an action by Arnold Bickenstaff, as assignee of the American Lithograph Company, of Cincinnati, against Alfred Weis, manager of the "Toast of the Town "Company, to recover \$3,200 for printing the showbills and posters to use while the company was on the road. Weis was represented by former Civil Service Commissioner Alfred J. Talley, who asserted that the show-bills were not furnished at the time designated in the contract, and that the play had to start out on the road without printing. As a result, he asserted, the attraction was obliged to close. Counsel for the assignee admitted that the lithograph company was a month late in getting out the bills contracted for, but testified that the company supplied other paper from its stock that was just as good. Talley asked that the complaint be dismissed and Justice Dayton said he would do so, but on application of counsel for the plaintiff that he be permitted to withdraw a juror the court permitted a juror to be withdrawn and a mistrial was entered. - Dramatic Mirror.

FRANKLIN REMEMBERED AT WASHINGTON, D. C .- The Knights of Momus - better known as the "Knockers' Club" - composed of Washington printers devoted to fun, celebrated Franklin's anniversary by a banquet at the Arlington Hotel. Speakers and visitors were made the subject of mirth and the objects of badinage. Among the guests were Senators Warner, Clark, Smith and Taylor and Representatives Keifer, Kahn, John Sharp Williams, Elliot, Bartholdt, Rauscher and Sulzer, President Lynch of the Typographical Union, Public Printer Donnelly, Willis L. Moore, Chief of the Weather Bureau, and Messrs. Gompers, Morrison and Mitchell of the Federation of Labor. What is said at a "Knockers'" entertainment never sees the light of day, which is a wise precaution for a group which has the audacity to give this unsocial screed a prominent place on its program:

> You sing a little song or two; And you have a little chat; You make a little candy fudge, And then you take your hat.

You hold her hand and say good-night!
As sweetly as you can;
Ain't that a hell of an evening
For a great, big, healthy man?

THE COST SYSTEM IN BOSTON.

Regarding the cost system, Boston is taking hold of it in good shape; several of the largest plants have installed it either in whole or in part, and the same is also true of several of the smaller shops. It is a good thing, and we have united to push it along.— U. T. A. Bulletin.

CO-OPERATIVE POSTER ADVERTISING.

Calling attention to the fact that if the Americans have pointed the way in advertising, English merchants and publishers have not been slow of late years to follow, Consul J. P. Worden, of Bristol, comments:

"There are evidences that the English printers and advertising agents, utilizing the conditions at hand, are destined, in some respects at least, to outdo their American

competitors.

"One ingenious and very successful, because fresh and attractive, means of advertising now considerably employed in England is that of the illustrated poster, printed usually by the processes of colored lithography and designed not for the exclusive use of one merchant in a single community but for the use of a thousand merchants in as many towns. A publisher in London, Birmingham, or elsewhere, for example, will prepare a most attractive poster sheet illustrating the natives in northern Africa transporting trunks and hand-bags across the burning sands of the desert; and this poster, so expensively prepared that one firm could hardly afford to issue it entirely at its own expense, will be sold in various quantities, with spaces left blank for local printing, to various trunk dealers throughout the united kingdom.

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"The sales are usually effected by traveling salesmen, who call upon the merchants in a particular line of trade and guarantee to supply a particular design to only one merchant in the same town. By this arrangement the local merchant secures fifty or a hundred or more copies of a poster of such artistic excellence and such striking advertising possibilities as his limited trade in that district could not have afforded were he to attempt to issue the poster himself. Horse shows, dog shows, flower shows, church exhibitions and Christmas festivities are all catered to in this coöperative way and the British billboard has become almost as attractive as its Continental prototype."—

Consular and Trade Reports.

"GOST" OR "GHOST."

In the February number of the North American Review, Max Eastman endeavors to show "Why English does not Simplify her Spelling." Against the economies of time, of paper, of ink, etc .- by which simplified spelling is recommended by its advocates, Mr. Eastman arrays certain other considerations pertaining to written English, which, in his judgment, are of no little importance. The uniformity for which the simplifiers plead would be a sorry substitute for the beauty in variety which many find in English as it is now spelled; while the adoption of the recommendation of the simplifiers, as Mr. Eastman shows by certain instances, would not remove the bugbear of exceptions. To many lovers of literature, the appearance of the written or printed word is just as important as its sound, and Mr. Eastman quotes Robert Louis Stevenson and others in testimony to the value they placed even upon silent and apparently useless letters. He says:

"A man of letters, essaying to write gruesome poetry, who should leave the h out of ghost and aghast and ghastly and ghostly, and the w out of wraith, and change the re of spectre to an er would be a fool. He would deservedly die of starvation. A ghost without an h is little better, for the purposes of poetry, than a goat. The h not only is connected by custom with the breathless and visionary moment, but for obvious reasons it ought to be. The word ghost is not at present associated with post and most and roust and toast, and a host of daylight experiences, and it is essential to the literary art that it should not become so. It is, with one or two others, a word by itself—a strange word, essentially unpronounced, unmuscularized,

supernatural."

SECRETARY-TREASURER HAYS.

Undoubtedly the new secretary-treasurer of the International Typographical Union was born somewhere some time, but no mention is made of the more or less important event in any sketches of his career that have come under our notice. At present that is not of much importance; we are more interested in his typographical career. Since he was initiated in Fargo (N. D.) Typographical Union in 1882, he has been in the limelight sufficiently to be labeled "a prominent and well-known member" of the fraternity. In obedience to the wanderlust that was "good form"

during the early eighties in the Northwest, after receiving his card Mr. Hays visited various places, crossing the line and invading Winnipeg, reaching Minneapolis in January, 1884, where he has since resided. Not disposed to be deadwood in any movement with which he was connected, he became active in local union affairs. His popularity and efficiency are attested by his record as an officeholder, he having served as secretary one term, and as president no less than eight terms. In addition he carried off the grand prize of typographical unionism six times by being elected to the conventions held at Kansas City, Syracuse, Detroit, Milwaukee, Birmingham and Washington. Mr. Hays is not without experience in international union work, having been organizer for eight years, and being three times elected to the first vice-presidency. He had served but three months of his last term when

he resigned to assume the duties of his present position.

Mr. Hays was an active figure in the eight-hour affair, and served on the executive council when the I. T. U. Course in Printing was developed. He rejoices in the sobriquet of "Farmer," the history of the earning of which is beclouded. Some say it originated in a certain "plain-peepul" habit of dress and manners; others that it is derived from a love of gardening, and still others that he advocated a back-to-the-land policy as a means of providing for those who were displaced by the machine.

The last position Mr. Hays held at the trade was that of assistant foreman of the Minneapolis Journal composing-room. He will shortly remove his family from that city to Indianapolis, where the headquarters of the union are located. In his long and active union career, Mr. Hays has

not escaped criticism, but his friends do not doubt his ability to make good in his new vocation.

REDUCTION OF DUTY ON PAPER.

The elaborate congressional investigation into the papermaking industry has reached the stage where the committee's report has been presented to Congress. Associated Press reports tell us the investigators have recommended changes that are not what the publishers want, but which will apparently prove extremely embarrassing

to papermakers. The select committee advised: A reduction in the duty on newsprint paper from \$6 a ton to \$2 a ton; the placing of ground wood on the free list and the establishment of a duty of onetwelfth of a cent a pound on mechanically ground wood-pulp. It will be recalled that the publishers, supported by practically all the trade organizations, demanded that news-print paper and wood-pulp be put on the free list. It now remains to be seen what Congress will do with these recommendations

The committee is convinced of the need for a new basic material for papermaking, which THE INLAND PRINTER has insisted is the true solution of the problem. The committee therefore recommends that the bureau of plant industry and the forestry bureau be impressed into the service of discovering a new product which will serve as raw material for the papermaker. The first-

mentioned should investigate the feasibility of producing pulp from other kinds of wood than the limited number now in use. The other bureau might devote its attention to the procuring and breeding of annual and perennial plants in the endeavor to find some plant which can be profitably used for the commercial manufacture of this grade of paper.



JOHN W. HATS, Secretary-Treasurer, International Typographical Union.

PERFECTLY TICKLED.

Great Lady—"So sorry! I'm afraid my feathers were tickling you during the lecture."

Very Much Lesser Lady—"Oh! dear Lady High-bridge-Knowsley, who would mind being tickled by you?"—Punch.

INSIDE FACTS ABOUT GOVERNMENT OFFICE.

"What is the matter with the Government Printing Office?"

At regular intervals during the last five years that question has been discussed in editorials, in news columns, on the streets, in clubs, and on the floors of Congress, says the Washington (D. C.) *Herald*. The mystery, however, still remains unsolved.

When the greatest printing-plant on earth is not in the public eye for one offense, it is for another. The latest iniquity charged against it is based on testimony furnished by certain departments of the Government, and robbery, pure and simple, is only another crime for which it must answer. The indictment is for alleged excessive charges for work executed by the Government Printing Office, and the case was tried before the Congress of the United States and a verdict of "guilty" rendered. . . .

None of the statesmen seemed to know just exactly what they were talking about. As a matter of fact, the Government Printing Office troubles are due to a combination of circumstances, most of which can be attributed

to Congress itself.

For the present fiscal year, ending June 30, 1909, the Public Printer has at his disposal a total appropriation amounting to \$5,690,790. Of this sum \$300,000 is set aside to pay the annual leave of absence of employees as prescribed by law, and \$90,790 additional is deducted to pay

certain salaries specifically legislated for.

The remainder, \$5,300,000, is the printing and binding fund. This is the famous lump sum that has a tendency to put every Public Printer out of business who handles it. Out of this sum the Public Printer must pay all salaries not otherwise provided for, and wages, buy all paper, materials and supplies, purchase new equipment, keep the building and machinery in perfect repair, and, in fact, meet every obligation that may arise in connection with the proper operation of the plant, regardless of whether or not the expense is justly chargeable to printing and binding. It is the law, and Congress makes the law.

The statutes further provide that from the said sum (\$5,300,000) appropriated, printing and binding shall be done by the Public Printer to the amounts following,

respectively, namely:

Congress	\$1,824,900
State Department	42,000
Treasury Department	325,000
War Department	275,000
Navy Department	153,000
Interior Department	254,000
Patent Office	525,000
Smithsonian Institution	72,600
Geological Survey:	
For illustrations	35,000
For printing	140,000
Department of Justice	33,000
Postoffice Department, exclusive of money-order	
work	350,000
Department of Agriculture	460,000
Department of Commerce and Labor	500,000
Supreme Court of the United States	10,000
Supreme Court of the District of Columbia	1,500
Court of Claims	15,000
Library of Congress	202,000
Executive office	2,000
Interstate Commerce Commission	60,000
Bureau of American Republics	20,000
Total allotment	\$5,300,000

It will be observed from the above apportionment that, after being provided for every expense on the calendar, the appropriation still stands at \$5,300,000 to Congress and the departments, with the result that every departmental and bureau chief demands a dollar's worth of printing for every dollar spent of his allotment, but he doesn't get it. Not this year.

To illustrate: During the present fiscal year there will be nine legal holidays, to which must be added fourteen half-holidays, by Executive order, making a total of sixteen full days, at a cost of \$13,500 per day, or \$216,000 in all. That expense must be added to something. Therefore, the printing and binding fund is tapped to that extent.

Altogether, the Public Printer is forced to bleed this printing and binding appropriation to the amount of more than \$600,000 each year to pay for items which no private contractor would think of making a customer pay for, but which the Government Printing Office is forced to add to the cost of printing because the wise men of Congress refuse to make any other provision for meeting the obligation.

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The cost of printing and binding is not only advanced because of the latitude of the lump sum appropriation, but is also added to by the departments themselves in the form of supplying badly edited copy. The proofreading alone, in that establishment, to-day equals thirty per cent of the

entire cost of composition.

While the department or bureau allotment is limited in dollars and cents, there is no limit to the quantity of printing and binding that may be supplied for a stipulated sum, hence the Government Printing Office is compelled to set a value on its output in order to cover all expenditures necessary in its production.

To accomplish this result, a fixed scale of charges for billing all finished work has been put into effect, which enables the office to strike a balance with its appropriation

at all times.

Under this system, should any profit accrue over and above the gross expenses of operation, it is to be disposed of in the nature of a pro rata refund to be made within the fiscal year to departments or bureaus ordering work.

In order to show the effect of the scale now in operation it must be stated that, for the first six months of the present fiscal year the total expenses involved in operating the Government Printing Office was \$2,581,149.07. Against this amount the office has billed out for that period \$1,807,444.72, showing a net loss of \$773,704.35.

In connection with the comparison given, the Government Printing Office starts out on July 1 (the first day of the fiscal year) without an order completed to its credit, as all work performed during June is credited to the previous appropriation. Therefore, the loss of more than \$773,000 will probably be overcome before the end of the present

fiscal year.

Under the system in vogue in that office to-day the cost of each operation necessary in production is recorded under separate heads. For instance, during the first six months of the present fiscal year the actual money disbursed for composition, including all salaries and wages and materials and supplies issued to the division handling that operation, was \$813,967.10. The office sold this product, in accordance with its scale of prices, for \$680,187.72, showing a net loss of \$133,779.38.

The cost for producing the electrotype and stereotype plates for the same period was \$89,890.41, and as that product was sold for \$55,215.97, a net loss is noted in that division of \$34,674.44.

The presswork cost \$220,891.57, and was sold for \$334,815.98, showing a net profit of \$113,924.41.

The bindery expenses for the same period were \$530,-718.96, and this operation was sold for \$461,271.08, a net loss of \$69.477.88.

The total allied operations necessary in producing the printing and binding for the Government for the first six months of the present fiscal year, as billed out on the new scale, showed a net loss to the printing-office of \$123,977.29.

In the showing noted above it must be remembered that the first six months of the present fiscal year contained only one month of night work, and as all the half-holidays were included in that period, the cost of production shows a higher average than will be maintained during the rest of the fiscal year; and taken altogether, the scale of prices now in effect is proving the justice of the charges based thereon.

The uniform fixed scale of charges, admitting of but one interpretation on which to estimate and bill the product of the Government Printing Office, was, according to former Public Printer Leech, imperative in order to carry out the provisions of the printing law, and, as a result, the figures contained therein were based on the actual cost of all work performed under the trade specialties by divisions, with such percentage added as would cover the overhead charges.

In arriving at a basis for this added percentage to cover overhead charges, the fact was taken into consideration that, while private publishing houses are enabled to operate their plants with a minimum number of employees, the Public Printer, to protect himself, is compelled to keep the force at the maximum limit, in order to meet every emergency that may arise for rush work.

On January 25, 1909, there were 4,361 people carried on the rolls of that institution, and the salaries and wages paid for that day amounted to \$15,286.69. Of this number, 3,508 employees were actually engaged in production, while 853 employees were required for nonproductive services.

A thorough investigation of that office will probably result in showing that Congress has greatly neglected its duty in properly making and restricting the appropriations for that establishment, and that under favorable legislation, working at its full capacity, that office can produce immense quantities of printed matter cheaper than anywhere else on earth.

PUBLIC PRINTER DONNELLY'S REPLY TO CRITICS.

During a debate in Congress the Government Printing Office was attacked as a hive of incompetency and extravagance. In behalf of office it is said that the fixed scale obtaining there is a little higher than New York and Chicago on some items, but on the whole the average is lower than the commercial rates of these cities, and much lower than the prices advocated by the cost committee of the Ben Franklin Club of Chicago. But attacks on the big printery are as common as officeseekers in Washington, and as a rule no attention is paid to them. On this occasion the charges of extravagance were so circumstantial they impressed Congressman Gaines, who wrote Public Printer Donnelly for information. It is said there is a movement on foot to divert work from the Government office; if that be so, Mr. Donnelly's illuminating reply has a special interest, and is as follows:

> OFFICE OF THE PUBLIC PRINTER, WASHINGTON, February 8, 1909.

SIR,— In reply to your inquiry I have the honor to transmit herewith the following statement:

It is safe to assume that the report that the Census printing would cost fifty-five per cent more if executed in the Government Printing Office than if awarded to private contractors was based on a statement contained in a letter signed by W. S. Rossiter, chief clerk of the Census Bureau, and addressed to the Hon. Chester I. Long, on January 21, 1909, printed on page 1586, Congressional Record No. 36, of January 28, 1909, alleging that if the Cuban Census Report was printed in the Government Printing Office the cost would be \$17,750.52, and that the actual cost for the work now being performed by private contractors was \$11,752.57.

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The estimated cost of producing the Cuban Census Report at the Government Printing Office is a computation made by Mr. W. S. Rossiter, and not by the Government Printing Office or any official connected therewith. On May 26, 1908, an employee in the office of the chief clerk of the Census Bureau inquired of the Government Printing Office by 'phone as to the probable cost of producing the Cuban Census on the basis of twenty-five thousand copies, 620 pages each, including thirty-two half-tone cuts; and in reply to this inquiry an informal estimate was given by 'phone of \$15,905.60, including everything for the finished product.

The Government Printing Office was never asked for a formal estimate of the cost of producing the Cuban Census. On December 14, 1908, Mr. Rossiter asked for an estimate of the cost of producing the Cuban Census on the basis of twenty thousand copies, 708 pages each, size trimmed 6 by 9 inches, stock for books and illustrations to be supplied by his office, including twenty-six full-page half-tones, of which twelve were printed on both sides, making a total of fourteen inserts; books to be bound in full Holliston buckram. In response to this inquiry Mr. Rossiter was furnished with an estimate of \$12,957.20; to this estimate he added \$4,117.48 for the actual cost of paper, \$276.04 for the cost of illustrations, \$400 for alterations actually required in completing book, five hundred hours at 80 cents, making a total of \$17,750.52, which he quotes in his letter to Senator Long, above referred to, as the estimated cost of producing the Cuban Census at the Government Printing Office.

The basis on which this estimate was obtained is erroneous, and the resultant estimate unfair and misleading. A desire to procure an estimate, fair to the Government Printing Office, on the cost of producing a book already in print as was the Cuban Census Report, on December 14, 1908, would have prompted an inquirer, actuated by a desire to be fair, to have submitted a copy of the book itself.

Mr. Rossiter has done the Government Printing Office further injustice in his invidious comparison, in which he states that the actual cost of producing the Cuban Census Report by private contractors was \$11,752.57, and the estimated cost of producing the same work at the Government Printing Office was \$17,850.52. In making this comparison Mr. Rossiter knew that the \$11,752.57 did not include the cost of paper. He also knew that it did not include the cost of \$500 for traveling expenses, nor did it include the item of \$100 for freight; and he must have known that the figures quoted as the estimate for the Government Printing Office, namely, \$17,750.52, did include the cost of paper, estimated by him as \$4,117.48, and cost of illustrations \$276.04 (over estimate), and the item of \$400 "for alterations actually required in completing the book," from which total estimate Mr. Rossiter has since been magnanimous enough to deduct \$126 over estimate by him on the cost of illustrations.

After drawing his tabular comparison, Mr. Rossiter states: "From this you will perceive that a total expenditure of \$14,540.14 to private contractors has produced work of an entirely satisfactory and, indeed, excellent character, which would have cost \$22,654.79 if produced in the Government Printing Office, an excess of fifty-five per cent." Mr. Rossiter has quoted \$4,117.48 as the cost of paper, which added to \$11,752.57, and \$600 for traveling expenses and freight shows a total cost of the production of the Cuban Census as \$16,470.05. A copy of the Cuban Census Report has been procured by this office, and the Government Printing Office estimate for producing this work, based on the present scale of prices, including the cost of the same paper as used in the work, is \$16,376.06, \$102.99

less than the total cost of producing the work by private contractors, and this includes thirty-two inserts as compared with fourteen inserts, as the Government Printing Office does not print two plates on one sheet, according to Mr. Rossiter's figures.

I desire to say further, that, based on the present scale of charges used by the Government Printing Office, had the Cuban Census Report been produced in the Government Printing Office and printed on the same quality of paper as is used on all census bulletins and publications, it would have cost \$13,949.02, representing a saving of \$2,501.03 to the Census Bureau over the cost of having the work produced by private contractors; and in this connection attention should be given to the fact that the scale of prices as charged by the Government Printing Office includes the element of wages fifty per cent higher than that paid by the private contractor, and it is not a fair assumption that because the private contractors in this instance were able to produce this comparatively small job at such low figures as is claimed for them, that the entire work of reports of the Thirteenth Census, consisting of eight volumes of twelve hundred pages each, could be produced as cheaply. It is unthinkable that this great work can be farmed out and peddled around to country shops or low wage binderies and results obtained which would be satisfactory to the

I consider it my duty, however, to call your attention to the following statement from the Director of the Census, which appears on the same page of the Congressional

"In addition to the question of costs there is also the very important question of expedition. The pending bill requires that the Thirteenth Census shall be compiled and published within two years from the date of the enumeration. Here again the matter is entirely beyond the control of the director, unless some latitude is given. The copy for the current census report upon the annual mortality statistics, almost entirely tabular matter, consisting of over five hundred pages, was sent to the Public Printer more than one month ago, and the office is still awaiting the proofs for some of this report. It has been explained, in response to frequent inquiry, that the Printing Office is much crowded with tabular matter, and that the Census Office must take its turn with the rest, and that delays, especially when Congress is in session, are inevitable. If delays are to occur in handling the Thirteenth Census, similar to those now encountered in the mortality report, and in other reports, it will be impossible to comply with the provisions above quoted, requiring publication within two years. Necessarily, the printing of the final volumes must be largely crowded into the last months of the last year of the census period, when Congress will be in session."

In reply to this unwarranted reflection upon the inability of the Government Printing Office to perform the census work. I submit the following statement:

The first instalment of copy of 160 folios was received in the Government Printing Office on November 17, 1908. The tracing folios had to be placed on this copy by the copy editors. Composition was started on November 28, 1908 (a Sunday and a holiday intervened). Additional copy was received on December 2, 3 and 5, but the last instalment of copy was not delivered to the Government Printing Office until December 18, 1908.

The first proofs were sent to the Census Office on December 9, 1908, and these proofs were not returned to the Government Printing Office until January 22, 1909. Proofs were sent to the Census Bureau by the Government Printing Office on December 15, 22, 23, 28 and 29 and January 8 and 9; and on January 11 composition was completed and the last proofs delivered to the Census Bureau.

In thirty-two working days 314 long galleys were put in type and sent to the Census Bureau.

The Census Bureau returned some proofs to the Government Printing Office on January 15, 1909, or one week after the Director of the Census wrote his complaint to Senator Long. The proofs of the first galleys were not returned to this office until January 22, 1909.

On January 22, the last galleys, 210 in number, were received. Page proofs were sent to the Census Bureau as follows:

> January 28, pages 1 to 80 February 1, pages 81 to 149 February 2, pages 150 to 215 February 3, pages 216 to 251 February 4, pages 252 to 342 February 5, pages 343 to 381 February 6, pages 382 to 476 February 8, pages 477 to 526

which includes the last page. None of the said page proofs have been returned up to the present, except 1-80 just

The Public Printer has never been requested to submit an estimate of the cost of printing the Thirteenth Census.

SAMUEL B. DONNELLY.

Public Printer.

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WATERLOO - REPORTING THEN AND NOW.

After reading a modern writer's report of some inconsequential street brawl, it is soothing to turn to the story of the Battle of Waterloo which appeared in the London Times of June 22, 1815. As recently given in the Editor and Publisher, it is as follows:

"We have seen a gentleman who left Brussels on Sunday evening, at which time the people were manifesting the greatest joy for a decisive victory gained by the Duke of Wellington on that day. The wounded were beginning to be brought in in wagons as that gentleman quitted Brussels.

"Many of the British officers present in the affair of the 16th declared they never witnessed more severe fighting in the Peninsula than that which took place on the plains of Fleurus and its vicinity. What made the fate of the Seventy-ninth and Forty-second Regiments so severe was their having been taken by surprise by a strong force of cuirassiers, who lay in ambush for them in a road, the whole of which was intercepted by fields of corn immensely high. With such fury was the Seventy-ninth Regiment attacked that most of them were cut to pieces, and the whole were in danger of being destroyed but for the coming up of the brave Forty-second Regiment. This latter regiment formed itself into a square, and five times they were broken. On the sixth attack they formed the plan of opening a passage to the enemy; and the moment he effected it they changed their position and so hemmed in the cuirassiers that not a single man was suffered to escape; thus was the destruction of one of Bonaparte's finest regiments completed. Colonel Cameron, says our informant, was killed at the head of the gallant Forty-second. Next day, Saturday, when the gallant Seventy-ninth was mustered, the men amounted to no more than fifty-four and two officers. A few were, however, expected to be brought in. General Picton's division did wonders, and the gallant General himself fought at the head of it in a manner to astonish the greatest veterans. The Duke of Wellington exposed himself, as usual, to imminent danger; the bullets, says our informant, were whizzing about him in all directions."

BUSINESS NOTICES



This department is exclusively for paid business announcements of advertisers, and for paid descriptions of articles, machinery and products recently introduced for the use of printers and the printing trades. Responsibility for all statements published hereunder rests upon the advertisers solely.

MANSFIELD CORNER-ROUNDING MACHINE.

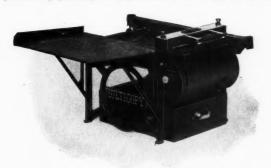
The chief point of superiority of this machine over many others made for the purpose, is in the arrangement of the knives, the upper one, which faces the frame of the machine, striking a lower knife facing the table. The knives fit perfectly, and produce an accurate "shear cut." On other corner-rounding machines, the knives cut on wood or brass, which dulls them considerably. The shear cut of the Mansfield machine has a tendency to keep the knives in good condition. It is sold by H. Hinze, 1124 Tribune building, New York.

BARNHART BROS. & 'SPINDLER'S EXPANSION.

The well-known typefounding firm of Barnhart Brothers & Spindler has acquired the property at the corner of Monroe and Throop streets, Chicago, on which it is proposed to erect a modern plant for the manufacture of type, printing machinery and supplies. The downtown offices and salesrooms will be retained, but the various manufacturing establishments will be concentrated in the new building. The company already has approximately three acres of floor space under one roof, but the growth of the business has compelled it to provide more room outside of its main building.

MULTI-COPY TYPEWRITER.

This is a new duplicating machine introduced by the Multi-Copy Typewriter Company, of Washington, D. C. It is a flat-bed machine, using ordinary printers' type and is operated by pushing an impression roller or platen across



MULTI-COPY TYPEWRITER.

the type. The roller frame which carries the platen is mounted on two steel shoes sliding in a groove running the full length of the machine. There is a movable strip of steel in this groove, one end of which is free and the other end is supported on a pin and is forced to the top of the groove by a spring. When the roller goes over the type, the

shoe passes beneath the steel strip, the letter being printed at the forward stroke. At the end of the stroke, the steel strip falls to the bottom of the groove, and the return motion brings the steel shoes carrying the platen back on the top of the movable steel strip, thus lifting the platen about an eighth of an inch from the face of the type-form. The roller frame is held so rigidly in the groove and the steel shoes are so long that the impression is very even. The impression is regulated by set-screws connected with journals in the roller frame, and the mechanism has been so well calculated and adjusted that the slightest change in the impression can be made and permanently secured. The printed sheet is removed automatically when the platen frame is drawn backward, and is deposited in the drawer shown in the illustration.

The mechanism for advancing the ribbon has a double ratchet action, the ribbon being moved a slight distance every time the platen passes over the type. The paperfeed is adjusted by a side guide which, when the lettersheet is put into the machine, rises about a half inch above the type. When the platen passes over the type this is depressed to the same level as the type, and rises again the



MULTI-COPY TYPEWRITER AND CABINET.

moment the platen leaves it. The paper is thus guided the whole length of the machine, an arrangement which is very advantageous to the feeder. Another important feature is the paper stop at the further end of the machine, which enables the feeder to quickly adjust the letter-sheets. It is estimated that the facilities provided by these feed-gauges increase the capacity of the machine from five hundred to one thousand impressions an hour.

The full limit of speed on any machine is seldom maintained continuously, but expert feeders on the Multi-Copy Typewriter say that it is possible to feed from two thousand to two thousand five hundred sheets an hour and that one thousand to one thousand two hundred and fifty an hour is moderate speed for a beginner. An automatic counting machine is provided, which registers the number of letters printed.

The machine is handsomely finished, weighs about seventy-five pounds, and forms a very useful and economical device for the production of imitation typewritten letters and circulars, the ribbons provided by the makers of the machine being made to harmonize in color and texture with those used on the different typewriting machines. The Multi-Copy Typewriter will ultimately be handled by dealers, but for the next few months they will be distributed direct from the factory in Washington.

DISTINCTIVE ADVERTISING LITERATURE.

Among the producers of really distinctive printed matter, the Corbitt Railway Printing Company, Chicago, ranks high. Devoting its energies to the creation of a superior class of advertising literature for railroads and resorts, this company has done much to demonstrate what can be accomplished along this line. A recent package of booklets of this nature reveals a beauty of design and an excellence of mechanical execution inferior to none. Among the latest of these are "The Comforts of Travel," by the Chi-

Fourteenth Season
1908
The California
Limited

cago, Milwaukee & St. Paul Railway; "Southern Winter Resorts," by the Louisville & Nashville Railroad, and "The California Limited," by the Santa Fe—all beautifully gotten up. We reproduce the characteristic Santa Fe title-page from the California Limited booklet. The original was in half-tone in black and yellow-brown.

TYPECASTING MACHINES FOR THE ORIENT.

An export shipment of typecasters, of which the consignors are justly proud, was made last month by the Thompson Type Machine Company, 120 Sherman street, Chicago. This company shipped three typecasters to the Orient - one to Bombay, India, one to Lucknow, India, and one to Shanghai, China, where they will be put at work casting type to replace that of English and American manufacture. Typecasting machines heretofore employed in the Orient were of primitive construction and the product indifferent, but now, with the latest of improved machinery, printing in the far East should show a decided improvement. With these machines were shipped complete equipments for casting type in all sizes, and also low quads and spaces. Gasoline burners had to be designed for their use, as fuel gas is unobtainable or expensive. Linotype matrices will be employed to cast much of the type, and it was necessary to make a large number of special accents for Hindustani.

The eagerness of printers in the Orient to take up the latest methods and purchase machinery which enables them to improve their product, should encourage exporters as well as ultra-conservative printers, both at home and abroad.

A HIGH-GRADE BOOKLET.

One of the best examples of high-grade printing that has recently been brought to notice is a booklet issued by the Wright & Joys Company, Milwaukee, and entitled, "The Proof of Good Printing." Handsome in execution, it contains specimens of high-grade typography and presswork taken from the regular run of work. Perhaps the most notable feature is the excellent embossing with which many of the pages are made doubly attractive.

BOOKLETS OF A HIGH CLASS.

We do not know whether the Norman Pierce Company devotes its energies exclusively to the creation of hotel and resort booklets, never having seen any other class of printed matter bearing their imprint, but it creates and produces by far the best literature of this kind that we have ever seen. Original in conception and unsurpassed both in design and mechanical characteristics, its booklets invariably stand out prominently. Among the later productions,



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one for the Prince George Hotel, New York, is perhaps the most unique. Each page contains an illustration in half-tone of some important feature, surrounded by decorative effects in line and tint. The page reproduced herewith will give an idea of the decorative design, lacking, however, the pleasing effect of the soft tints of the original.

THE COSTMETER FOR MEASURING THE COST OF LABOR.

A method of keeping labor cost has been developed by J. T. Quigley, an inventor, of 423 Hayes street, San Francisco, which differs radically from all other mechanical means and clerical systems hitherto used for that purpose. It is based upon the idea of computing by linear measurements the money value of time, and, as a convenient scale, about 6½ inches (6.283), has been adopted as the equivalent of \$1.

The mechanism employed is called a costmeter (Fig. 1). Its dimensions are 4 by 6 by 6 inches. One costmeter



Fig. 1.— The Costmeter (One-half size.)

is required for each operative, and, being self-contained and portable, may be so placed as to be accessible to the user without loss of time.

The record is made upon a narrow strip of gummed paper tape (Fig. 2). When a roll of this tape is placed in the costmeter a section of the ungummed side is visible through an opening in the top of the case (Fig. 3), where it may be perforated transversely by a perforator fixed on the top of the costmeter, and may be written upon, or stamped.

The tape is moved continuously forward under this opening by clockwork and the costmeter may in a few sec-

tive's wages for such time when measured by the money scale adopted. For example: with the costmeter set at \$16 a week for an eight-hour day, the amount of tape passing in four hours would be 8.3776 inches, which by the costmeter scale is $$1.33\frac{1}{3}$.

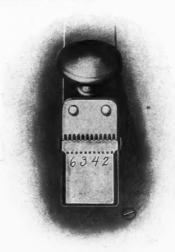


Fig. 3.—(Actual size.) Showing portion of record tape exposed for operator's entry as it passes under the perforator.

Provision is made by which the tape is moved only during the time the operative is present at his work. This affords a pay-roll check.

The duties of the operative in the production of the record are set forth in the following "Instructions to Operatives":

At the moment you begin work in the morning, throw the clutch on, perforate the tape and write thereon the job number of the work you have in hand.

At the moment you take up a new job, perforate the tape and write the new job number.

At the moment you cease work for the noon hour, perforate the tape and write "lunch."

At the moment you resume work after lunch time, perforate the tape and write the job number of the work you have in hand.

At the moment you cease work at quitting time, perforate the tape, write or stamp thereon your employee's number and throw the clutch off.

At the moment you take up routine work having no job number, perforate the tape and write thereon words or figures to designate such work.

At the moment you find yourself idle during working



Fig. 2.—(Actual size.) Showing a strip of the record tape of the value of one dollar. It bears four job entries. The cost of the time on these four jobs, as shown on the tape, is (taken in their order) 16 cents, 3½ cents, 31 cents and 49½ cents.

onds be so adjusted that such movement shall be at any required rate of speed.

The fixed line at which the perforator blade cuts the paper (Fig. 3) is the starting-point of the record. The quantity of tape (in length) which moves past that point in a given period of time equals the amount of the opera-

hours, perforate the tape and write thereon words giving the cause.

All time paid for must be accounted for.

Each perforation for a new job stops the running of the charge against the preceding job.

The operative has no control of the tape except that

he may start and stop it; he can not gain access to it without a key; and can not revise the record.

At the end of the day there is found in the locked compartment of the costmeter a strip of tape bearing a history of the day's operations, in which every minute is necessarily accounted for under some head.

The distances on this tape from the first perforation of the morning to that of the noon hour, and from the beginning of the afternoon's work to the last perforation at night, show to a fraction of a cent the money value of the time spent by the operative at his place of work when the tape is laid on the costmeter scale provided for checking pay-roll time.

perforations, read the numbers on the sections and attach the sections to similarly numbered sheets. No writing or figuring is necessary, except to number the sheets and carry forward totals in cases when more than one sheet is employed on a job.

The scale-sheets may be kept in convenient files for permanent reference, and when the day's output of tape is attached to them, a glance will show the total money cost of the labor on any job in hand in the factory, and the cost to date of any line of routine work.

As the total value of the day's tape from each costmeter must equal the amount of the day's pay, the operative can not avoid the recording of such periods of unpro-

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Fig. 4.—(One-half size.) Job scale sheet, to which seventeen sections of record tape have been attached, showing a total labor cost of \$5.78.

The distances on this tape between the perforations dividing the various job entries show to a fraction of a cent the money value of each of the several operations. The original entries of the operative become the sole and permanent record of the labor cost in the following manner: After taking the tape from the costmeter and measuring it on the pay-roll scale, the tape is detached at the perforations and each section is pasted on the costmeter scale-sheet (Fig. 4) bearing its job number. Lines and printed figures on the scale-sheet give a reading of the total money value of any accumulation of tape.

Costmeters running at various rates of wages contribute sections of tape to the same job-scale sheet. The money value of the tape does not vary; the time consumed in its production by the costmeter varies with the rate of

The work of recording all of the labor cost consists in the entry by the operative of a number on the costmeter when he takes up a job. The work of auditing this labor cost requires the agency of some person able to unlock the costmeter, take therefrom the tape, pull it apart at its ductive time as may occur. Detailed cost of all unproductive time will therefore appear upon the individual strips, and may be also shown upon scale-sheets devoted to that purpose.

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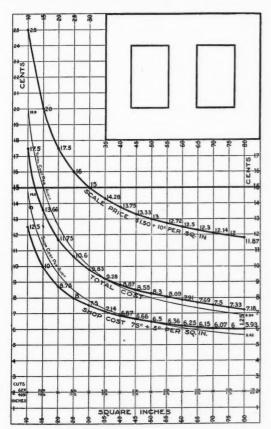
AN ORNATE CATALOGUE.

Among the many recent specimens of high-grade catalogue printing is one which comes from the Republican Printing Company, Joliet, Illinois. It is a stove catalogue, printed for Moore Brothers Company, and is the handsomest example of this class of printing that has recently come to our notice. Bound in four-page sections, with heads uncut and the inner pages of the sections blank, it presents a rich appearance. The text is on antique stock, with special page decorations, while the illustrations are on heavy plate paper, and inserted. An idea of the page arrangements may be gathered from a reproduction of one of the pages shown in the Job Composition Department of this issue. The workmanship throughout is of the very best and reflects great credit on the firm whose imprint it bears.

DIAGRAM SHOWING COST OF HALF-TONES.

Most photoengravers are familiar with the arguments that have been advanced tending to prove that the squareinch rate for half-tones and zinc etchings has no relation to the cost of production.

A good illustration of the unsoundness of the squareinch rate is shown in the accompanying diagram. It is a reduced facsimile of a blue-print, 18 by 28 inches in size, made by George H. Benedict, president of the Globe Engraving & Electrotype Company, 407 Dearborn street,



BENEDICT'S COST DIAGRAM FOR ENGRAVERS.

Chicago. As a convincing argument for clerks, salesmen and an occasional customer, that the price for small half-tones is often less than the cost of production, the diagram will be invaluable to all photoengravers. In line with his previous efforts in the direction of placing the photoengraving business on a sound basis with respect to costs, Mr. Benedict offers to furnish copies of the chart to interested parties at cost, namely, 25 cents a copy.

DROSS RING FOR LINOTYPES.

F. D. Harris, 1100 Jenny Lind street, McKeesport, Pennsylvania, has placed on the market a device which he calls the New Idea Dross Ring. The purpose of this attachment to the Linotype machine is to prevent the dross on the surface of the metal from entering the well as the plunger descends. By keeping the metal clean at the top of the well there is no tendency toward fouling of the well or plunger by the metallic oxids, which give faulty plunger action with its attending difficulties. The dross ring extends below the top of the well a sufficient distance to prevent the dross from reaching the well, no matter how

low the metal may be allowed to become. Its height is such that the metal never covers it. The device can be readily attached and it does not interfere with the removal of the plunger, an operation which this attachment eliminates almost entirely, as it is claimed that the plungers do not become so foul.

J. W. BUTLER PAPER COMPANY'S "SNOWFLAKE."

Though the half-tone plate was invented before the war of secession, it was unusable because there was no paper fit to print it, no ink to suit it and no proper rollers to roll it if the ink was suitable. The paperman, the inkman and the rollerman came to make the half-tone adaptable to the commercial use. Now we have the paperman showing the printer what can be done with his paper—and perhaps no finer, more varied or more practical and satisfactory example of this kind of educational advertising has been put out recently than the exemplification of the "Snow-flake" paper, just issued by the J. W. Butler Paper Company of Chicago. It is an excellent specimen of work in all its features, and as printers can have it for the asking, it would be, as one of our theological friends says, "a work of supererogation" to say more about it here.

HANSA LITHOGRAPH STONE GRINDING MACHINE.

The illustration below shows an automatic stone grinding and polishing machine which has been introduced by Heidenreich & Harbeck, 37a Glashüttenstrasse, Hamburg, Germany. After the necessary adjustments have been made, this machine performs its work entirely automatically, grinding, polishing and finishing the stone ready for immediate use.

By means of the belt pulleys beside the bed of the machine, after the belts have been laid on, the motion is carried over the table through a cogged intermediate gear. In this way the table, together with the stone resting on it, is made to move in a longitudinal direction; this motion is made a reciprocating one by reversing gear. The limit of travel of the table can be easily and quickly adjusted to accommodate long or short stones, while the machine is in operation. The grinding head is equipped with a special set of belt-driving gear. The driving-shaft, which is laid



" HANSA " LITHOGRAPHIC STONE GRINDING MACHINE.

through the crosspiece, transmits the motion to the head by a conical-wheel mechanism, which permits the grinding head to act automatically. In the same way this movement is transformed into an automatic forward and back motion by a simple hand adjustment. The extent of the switch movement varies according to the adjustment made in each individual case. The Hansa machine may be driven by electric power if desired, the power needed being from two to three horse-power according to the size of machine employed.

The new catalogue of Heidenreich & Harbeck is very complete. It not only gives a thorough description of the machine and its method of operation, but it is fully illustrated in detail, gives directions for grinding and finishing lithographic stones, graining, and how to erect and start the machine.

CARL NORMAN'S PROPORTIONAL RULE.

This consists of a polished wooden rod with a fixed bracket at one end, and a movable bracket sliding on the rod, the two brackets being connected by a strip of heavy india rubber on which is printed a graduated scale, divided low space material. This mold is known as "Style D" and can be applied to any Monotype casting machine, and plans have been perfected to apply the improvement to all old molds known as "Style B."

WILLIAMS-LLOYD MACHINERY COMPANY.

A complete experimental laboratory and testing department has been added to the already fine equipment of the Williams-Lloyd Machinery Company, Chicago, manufacturers and dealers in photoengravers' and electrotypers' supplies and apparatus. The new department is at Harrison and Clinton streets, and is under the direct charge of Henry B. Colby, a well-known expert in photoengraving.



NORMAN'S PROPORTIONAL RULE.

into inches and fractions. To find the proportions to which a given drawing or design of any kind will reduce, the rubber is stretched until the number of inches to which the copy has to be reduced coincides with the width or height of the original. The rubber measure is then applied to the other dimension — the height or width, as the case may be — when the measurement required is read off directly on the scale.

The operation of determining proportions takes but a few seconds, and the machine can be used for reading either centimeters or inches, as the rubber strip has both scales

Norman's Proportional Rule is manufactured by A. W. Penrose & Co., 109 Farringdon road, London, England. It may also be procured from Williams-Lloyd Machinery Company, 337 Dearborn street, Chicago.

NEW CHICAGO PAPER HOUSE.

The Parker-Thomas Paper Company, 338-344 Wabash avenue, is a new concern in Chicago, which starts under most favorable auspices, in that the partners are well and favorably known in the trade. The senior partner, Raymond E. Parker, was recently with the New York and Pennsylvania Company, and for seventeen years with the J. W. Butler Paper Company. Harry D. Thomas, the junior partner, who has also been with the J. W. Butler Paper Company, is a "quiet hustler," and so the new company starts with plenty of good will—and good will means dollars when the article and the price are right.

MONOTYPE LOW QUAD MOLD.

One of the latest and most important improvements in the Lanston Monotype machine is the arrangement for casting low quads and spaces in the composition. Heretofore the quads and spaces produced by this machine were "shoulder high," and frequently gave trouble on the presses by working up and smudging the sheet. The present improvement does away with the trouble and advances Monotype composition one step nearer the printers' standard. This is accomplished by a change in the style of mold and a change in the style of space and quad matrices employed. The same ribbon is used to cast either high or

The enlargement of the establishment will provide facilities for handling a full line of standard chemicals, machinery and apparatus. Mr. Colby's technical knowledge will be at the disposal of photoengravers and others who wish to consult him in regard to their problems. The Williams-Lloyd Machinery Company will, of course, retain their city salesrooms at 337 Dearborn street.

METAL-FURNITURE CABINET.

Mr. G. A. Furneaux, superintendent of The Henry O. Shepard Company's composing-rooms, Chicago, is the inventor of a cabinet for metal furniture that has many points of merit, coming as it has out of the needs of the



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THE FURNEAUX METAL-FURNITURE CABINET.

practical work in the composing-room. The great storage capacity of the new cabinet and the ready access to the variety of receptacles is evident from the illustration herewith. The new cabinet has been placed on the market by The Hamilton Manufacturing Company.

AN IMPROVED PROOF PRESS.

There is on exhibition at the Inland Printer Technical School a proof or rather hand press of new design that deserves special mention.

The accompanying illustration shows the general appearance of the machine, which is known as the Vandercook Press, and is the invention of R. O. Vandercook, of Chicago.

It is constructed on the "rocker" principle, by which it is impossible for the rocker to pull away or dip into its work. The bed is a heavy solid casting, with type-high iron

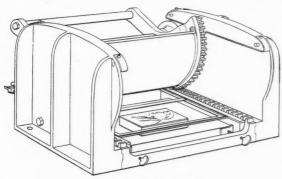


Fig. 1.— The Vandercook Press.

bearers and gear rack. The operation of the rocker (or platen) in taking an impression is shown in Fig. 2. The wheels on the rocker travel in exact parallel with the typehigh bearers below, over the entire printing surface. These wheels, while taking an impression, are prevented from pulling away from the work by solid ways which face downward, and which are firmly supported at the sides. The impression is taken with the initial position of the rocker being on either side of the press. The rocker advances far enough on the extension of the racks and gears to clear the bed sufficiently for inking and preparing for the next

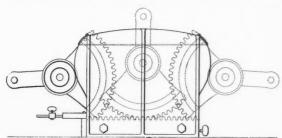


Fig. 2.— Position of rocker of Vandercook Press when taking impression.

impression. The rocker is made to carry a regular cylinder press tympan three-sixteenths of an inch thick. The tympan is held in position by clamps similar to those used on Gordon presses.

The position of the form which is to be proved is shown in Fig. 1. The stock to be printed is placed above the form on a depressible frisket, which holds the stock away from the form until the moment of taking the impression. The frisket is made with a very simple but effective device for printing to register. The frisket is pushed quickly out of the way to clear for inking, and then back again in register for the next sheet.

Because the rocker can not pull away from or dip into the work, it is possible to print a single hair-line letter or a half-tone with the same number of tympan sheets.

The construction of the machine shows that the pressure is bound to be absolutely uniform all over the printing

surface, therefore it makes no difference on what part of the bed the work is placed, and it is possible to print hairlines and cuts in combination without make-ready.

An interesting test to which the machine was subjected was to take the smallest letter that would stand alone on its own feet and put it on the bed of the press, when it printed perfectly, although the letter had no side supports whatever during the impression. The same letter was then put on one side of the bed and on the other side some heavy blocks were placed. The press gave a perfect impression of the combination without any make-ready being used. Should it be desired to use a make-ready, it can be readily seen from the manner in which the tympan is held on the rockers that it is a simple matter to do so. The simple and accurate sheet-registering device materially lessens the time and trouble in taking three-color progressive proofs and proofs of ordinary jobs in color.

With this machine customers can be furnished with press proofs of work on stock to be used in less time than any other method of proving, although only soft provingpaper is used by the old methods.

ECONOMY QUADS.

An unusual form of quad is shown in the accompanying illustration. It is the product of the Globe Type Foundry, 271 Wabash avenue, Chicago, and is but one of several new ideas which that company will introduce.

The Economy Quads are cored, and are provided with lugs or points cast on the quads, which, in case of a work-



ECONOMY QUADS .- " THE QUAD WITH A HANDLE."

up, will take the impression, showing only two small dots instead of the full body of the quad. From fourteen-point up the new quads are said to be thirty per cent lighter than solid quads. Those of six-point to twelve-point, while not cored so deeply as the others, yet have the tongue or "handle" shown in the illustration.

A STRIKING CALENDAR.

One of the most effective calendars of this season is that of the firm of Charles Hellmuth. Issued as it is in the interests of printing-inks of every description, it is made doubly interesting by being printed in various color combinations and suggestions. Each calendar month is printed on a separate sheet, above the calendar proper being an illustration—the latter being all of different subjects, and some being printed in one, two and three colors. The color schemes for the various sheets are pleasing and give an attractive variety to the calendar, and these color suggestions, together with the fact that the calendar is large and appropriate for wall use, make it excellent for use in the pressroom.

WANT ADVERTISEMENTS.

Prices for this department: 40 cents for each ten words or less; minimum charge, 80 cents. Under "Situations Wanted," 25 cents for each ten words or less; minimum charge, 50 cents. Address to be counted. Price invariably the same whether one or more insertions are taken. Cash must accompany the order to insure insertion in current number. The insertion of ads. received in Chicago later than the 15th of the month preceding publication not guaranteed.

"COST OF PRINTING," by F. W. Baltes, presents a system of accounting which has been in successful operation for many years, is suitable for large or small printing-offices, and is a safeguard against errors, omissions or losses; its use makes it absolutely certain that no work can pass through the office without being charged, and its actual cost in all details shown. 74 pages, 6% by 10 inches, cloth, \$1.50. THE INLAND PRINTER COMPANY, Chicago.

DRAWING FOR PRINTERS, a practical treatise on the art of designing and illustrating in connection with typography, containing complete instructions, fully illustrated, concerning the art of drawing, for the beginner as well as the more advanced student, by Ernest Knaufft, Editor of The Arts Student and Director of the Chautauqua Society of Fine Arts; 240 pages, cloth, \$2 postpaid. THE INLAND PRINTER COMPANY, Chicago.

PAPER PURCHASERS' GUIDE, by Edward Siebs. Contains list of all bond, flat, linen, ledger, cover, manila and writing papers carried in stock by Chicago dealers, with full and broken package prices. Every buyer of paper should have one. 25 cents. THE INLAND PRINTER COMPANY.

PRACTICAL FACTS FOR PRINTERS, by Lee A. Riley; just what its name indicates; compiled by a practical man, and said to be the most practical little book ever offered to the trade; 50 cents. THE INLAND PRINTER COMPANY, Chicago.

THE RUBAINAT OF MIRZA MEM'N, published by Henry Olendorf Shepard, Chicago, is modeled on the Rubaiyat of Omar Khāyyām; the delicate imagery of old Omar has been preserved in this modern Rubaiyat, and there are new gems that give it high place in the estimation of competent critics; as a gift-book nothing is more appropriate; the binding is superb, the text is artistically set on white plate paper, the illustrations are half-tones, from original paintings, hand-tooled; size of books, 7% by 9% inches, art vellum cloth, combination white and purple, or full purple, \$1.50; edition de luxe, red or brown India ooze leather, \$4; pocket edition, 3 by 5%, 76 pages, bound in blue cloth, lettered in gold on front and back, complete in every way except the illustrations, with full explanatory notes and exhaustive index, 50 cents. THE INLAND PRINTER COMPANY, Chicago.

SIMPLEX TYPE COMPUTER, by J. L. Kelman. Tells instantly the number of picas or ems there are in any width, and the number of lines per inch in length of any type from 5½ to 12 point. Gives accurately and quickly the number of ems contained in any size of composition, either by picas or square inches, in all of the different sizes of body-type, and the nearest approximate weight of metal per 1,000 ems, if set by Linotype or Monotype machine. Price, \$1.50. THE INLAND PRINTER COMPANY, Chicago.

VEST-POCKET MANUAL OF PRINTING, a full and concise explanation of the technical points in the printing trade, for the use of the printer and his patrons; contains rules for punctuation and capitalization, style, marking proof, make-up of book, sizes of books, sizes of the untrimmed leaf, number of words in a square inch, diagrams of imposition, and much other valuable information not always at hand when wanted; 50 cents. THE INLAND PRINTER COMPANY, Chicago.

BUSINESS OPPORTUNITIES.

ADVERTISER, founder, and for nearly 20 years sole proprietor of the printing house of Geo. W. Jones, London, a member jury of the printing and engraving departments at the recent Franco-British Exhibition, is desirous of taking up agencies in London for American and Canadian specialities for the printing, photoengraving and allied trades; highest references to houses of repute in London. Apply GEO. W. JONES, 8, Bream's buildings, Chancery Lane, London, W. C.

FOR SALE — A well established and equipped bill-of-fare printing plant in Southern city; if you want a business with prompt collections, no need of buying eternally new type material or lying awake o'nights wondering how you meet your bills or where to get your next job; if you want to lay aside from \$1,200 to \$1.500 clear profit a year (I saved \$3,000 in 2½ years), no need to hustle around for jobs and afterward for your little money; this is a chance for an energetic, live young man or two to get an independent fortune in a short time; price of plant \$1,750, with \$1,000 cash, balance \$50 per month; no drinking man or sleepy-head or one with less than \$1,000 spot cash need apply; my reason for selling — I want to retire from active business life. C 108.

FOR SALE — Established job business in Southern city of 30,000; price, \$4,000; easy terms. O 118.

FOR SALE — Only Democratic paper in Phoenix, Arizona; capital of territory, population 15,000; associated press; afternoon; good reasons for selling; price \$10,000, half cash. C 124.

FOR SALE — Well-established job-printing business in live town of 38,000 on Puget Sound; 3 jobbers; inexpensive plant to operate; annual business about \$5,000; owner has other interests. C 80.

INCORPORATE YOUR BUSINESS — Perpetual charter, secure capital, increase credit, limit liability; nominal cost; investigate. AMERICAN REALTY TRUST COMPANY, Wilmington, Del.

MODERN, medium sized job-printing business in inland city of 35,000 in Central States; established 10 years. C 112.

WANTED — A first-class union job-printer, equal to estimating and book forms, as assistant foreman; state experience and ability. ${\bf JOURNAL}$, Ithaca, N. Y.

\$3,000 buys the greatest bargain in a well-established job-printing business in southwest Missouri; well equipped and making money; must sell at once for best of reasons; full information upon request. CHAS. C. BAKER, Box 614, Joplin, Mo.

FOR LINOTYPE USERS.

THE NEW IDEA DROSS RING goes on metal well of your Linotype; keeps dirt out of well and keeps plunger clean; only \$1.50; over 300 in use. Send for circulars. F. D. HARRIS, McKeesport, Pa.

FOR SALE.

BOOKBINDERS' MACHINERY: rebuilt No. 3 and No. 4 Smyth book-sewing machines, thoroughly overhauled and in first-class order. JOS. F. SMYTH, 1241 State st., Chicago. tf

BOOKBINDERS — Smashers, cutters, embossers, shears, standing presses, other machinery; guaranteed. PRESTON, 167 C Oliver, Boston.

BOX MACHINERY — Great variety of paper-box machinery; all machinery guaranteed; send for list. RICHARD PRESTON, 167 C Oliver, Boston.

CYLINDER AND JOB PRESSES — All makes and sizes; thoroughly rebuilt and guaranteed; send for list. RICHARD PRESTON, 167 O Oliver,

FOR SALE — A completely equipped electrotype foundry at a big reduction; machinery suitable for a small job electrotype plant or a publishing house. C 66.

FOR SALE CHEAP — Huber 2-revolution fly-delivery printing-press, size of bed 36 by 52; condition good; liberal terms. GREELEY PRINTERY OF ST. LOUIS.

5-9

FOR SALE — Have No. 3 Monitor stitcher (power) for pamphlets; works 25 to 30 round wire, just rebuilt, first-class condition, looks like new; will sell cheap; replaced with larger machine. BOX 310, Benton Harbor,

FOR SALE — Hoe drum cylinder printing-press, thoroughly rebuilt and in perfect condition; size of bed 33½ by 49, air springs, tapeless delivery, R. & S. distribution; price \$375 if sold at once. CENTRAL EGG CARRIER CO., McGraw, N. Y.

R SALE — Seybold embossing press, head 32 by 42; bargain. H. C. ISAACS, 10 Bleecker st., New York.

FOR SALE — 36-inch Brown & Carver paper-cutter, 25-inch Advance paper-cutter, No. 1 Monitor wire-stitcher, 8 by 12 Golding art jobber; all of above as good as new; also Hoe double cylinder press large enough for 7-column quarto daily, capacity 3,000 per hour, in fine order, just the thing for small daily; 38 by 52 Campbell 2-revolution press in fine order; will sell any or all of the above machines at bargain prices for cash or on easy terms to responsible parties. WM. L. PACKARD, Geneva, N. Y.

FOR SALE — 39 by 52 New Century press, 36 by 52 Optimus press, double-deck Linotype with extra equipment; each of above machines practically new; will sell at sacrifice prices; terms: \$500 cash with order, balance in equal monthly instalments extending over a period of 5 years; an exceptional opportunity to buy a new press or Linotype on long time. C 102.

FOR SALE — 54-inch Seybold Holyoke cutter, in fine condition, at low price. H. C. ISAACS, 10 Bleecker st., New York City.

LINOTYPE, model No. 3, used very little, for sale; terms reasonable. E. GREENEBAUM, 86 Fulton st., New York.

FOR SALE — New Monotype equipment: 1 keyboard and 1 caster with job type casting attachment; 6, 8 and 10 point modern and black letter faces; 6, 8, 10 and 12 point models and 2 display molds for 14 to 36 point; full particulars upon application. C 128.

PRINTING MATERIAL — 45 by 62 Whitlock 2-revolution press, new crank bed movement, 4 air chambers, 4 track, front delivery, box frame, press guaranteed to register; special inducement for quick sale. A. F. WANNER & CO., Printing Machinery, 342 Dearborn st., Chicago.

HELP WANTED.

ARE YOU LOOKING FOR WORK; File your name with The Inland Printer Employment Exchange, and it will reach all employers seeking help in any department. We received calls during the past two months for the following: Job printers, 9; machinist-operators, 5; Linotype operators, 3; superintendents and foremen, 10; all-round men, 5; bookbinders, 5; stock man and paper cutter, 1; salesman, 1; make-up, 1; compositors, 5; engravers, 3; pressmen, 6; proofreader, 1; newspaper reporter, 1; electrotypers, 2; business manager, 1. Registration fee, \$1; name remains on list until situation is secured; blanks sent on request. THE INLAND PRINTER COMPANY, 120 Sherman st., Chicago.

GOLD INK BEYOND THE EXPERIMENTAL STAGE If you have tried and failed to obtain a perfect Gold Ink, we want you to investigate "OROTYP"

If you have tried and failed to obtain a perfect Gold Ink, we want you to investigate "OROTYP" before you become discouraged. The producers of "OROTYP" have succeeded in producing an ink that does the work, has stood the test, and has passed the most exacting analysis and test by the hands of eminent authorities, who pronounce "OROTYP" as the one Gold Ink that has the proper body, brilliancy and lasting qualities. We want progressive printers to investigate "MANUFACTURED BY Upon request. We manufacture "OROTYP" in four shades: Light Gold, Deep Gold, Aluminum and Copper.

THE CANADIAN BRONZE POWDER WORKS MONTREAL TORONTO VALLEYFIELD

Distributing Agents for United States - - JAS. H. FURMAN, 36 La Salle St., Chicago, Ill.

HELP WANTED.

Bookbinders.

WANTED — A first-class general binder, forwarder and finisher; must also be competent ruler; must be sober and industrious; steady employment; fine equipped shop, latest machinery; location — eastern Pennsylvania; state wages; don't apply if not competent. C 123.

Compositors.

COMPOSITOR, first-class stonehand with executive ability, to pass press proofs on commercial work, willing to invest in live New York City con-cern; state age. C 110 care New York Office Inland Printer.

PRINTERS WANTED: 1 or 2 first-class compositors — good on railroad tariffs and commercial job work; 1 experienced stoneman — must be job compositor; married men preferred; union; west of Chicago; city of 125,000; will pay above scale for desirable men; unless sober and reliable need not answer this advertisement; references required; permanent employment. C 104.

WANTED — Strictly first-class union compositor; permanent position in Middle West city of 25,000; will pay over scale. C 127.

WANTED — First-class wood engravers, also mechanical retouchers; send particulars with samples, experience and salary expected to A. MUGFORD, Hartford, Conn.

Foremen, Managers and Superintendents.

MAN WANTED to take active managing position in a large specialty publishing business, well established and profitable; must be able to furnish cash for working capital. C 125.

WANTED — Competent manager for established job-printing business in city of 30,000, who will take part interest in business. C 114.

WANTED — Manager wanted with \$3,000 to \$5,000 to develop specialty printing business established 10 years; owner deceased; capable of big development and large profits; best city, 35,000, in Middle West; absolutely legitimate; investigate. C 105.

Miscellaneous.

WANTED — A man experienced in making dies and the manufacture of folding boxes; must have references. C 99.

WANTED — Technical writer by a large electrical manufacturing company, to prepare copy for a general line of publications; should be able to write in semi-popular vein and present matters attractively to consumers, and should have good taste in display and typographical effects; moderate amount of electrical knowledge essential — — the more the better; liberal salary to the right man; give full particulars and state salary desired. C 89.

WANTED — Experienced printer who can take charge of orders and read proofs (English and German) in printing establishment with 2 Linotype machines and about 12 platen and cylinder presses all told; location of open position about 1½ hours' ride from Chicago; applications, stating salary expected and giving references, must be addressed to C 78.

perators and Machinists

WANTED — Monotype keyboard operator having experience on tabular work; good pay and steady employment to rapid and accurate operator; open shop and 54 hours. Apply for application blank to C 86.

WANTED — Cylinder pressman experienced on finest grade of catalogue printing; man with experience on three-color work preferred; steady work at good pay guaranteed competent craftsman; open shop and 54 hours. Apply for application blank to C 38.

Proofreaders.

WANTED — Proofreader for book and job work; experienced, union man, above the average in ability. C 274.

Salesmen.

WANTED — A PRINTING SALESMAN of unusual ability (not an order taker); a good business developer, experienced in handling and closing large catalogue contracts; an Eastern man acquainted with New England trade preferred; highest references required; either salary or commission; only a man above the average need apply. C 26.

MISCELLANEOUS.

I WILL TELL YOU how to make a fine ink reducer and dryer combined; best embossing composition; excellent tablet glue; how to print two or more colors from one cut without mutilation; I am using all these in my business, and experimented long to find them out; you can get all ingredients cheap in your town. Full instructions sent for \$1 money order. LEWIS C. KING, 421 N. 13th st., Richmond, Ind.

THE FRANKLIN TYPE FOB is the most popular novelty ever made for printers; made to spell your name; silver-plated, price \$1; we also make a matrix fob for machine operators; these are made of 3 mats, with initials engraved; gold-plated, price \$1.50. TYPE FOB CO., 870 Broad st., Newark, N. J.

SITUATIONS WANTED.

DO YOU WANT HELP FOR ANY DEPARTMENT? The Inland Printer Employment Exchange has lists of available employees for all departments, which will be furnished free of charge upon receipt of stamped, self-addressed envelope. THE INLAND PRINTER COMPANY, 120 Sherman st., Chicago.

Bookbinders.

BOOKBINDER, A1 finisher, wants employment; steady position; printed work preferred. C 163.

BOOKBINDER — finisher, forwarder, marbler — 14 years' experience, wants position; prefer West. C 5.

COMPETENT AND SUCCESSFUL BINDERY FOREMAN desires position in large catalogue house or in sheet room of edition house; familiar with modern machinery and accustomed to large output; Chicago and Kansas City references. C 90.

WANTED — Position as superintendent or foreman of loose leaf or bookbinding factory; several years' experience in largest loose leaf factory in Canada; at present manager of largest loose leaf factory in western Canada; can estimate on printing; first-class testimonial; strictly sober. WM. PIRIE, 349 Syndicate ave., Edmonton, Alberta, Canada.

Cost Clerk.

COST CLERK, capable of organizing or managing cost department, at present employed, desires a change. C 91.

Electrotypers.

SITUATION WANTED — Electrotype finisher, first-class, age 23, union; South preferred. C 432.

Endravers.

HALF-TONE OPERATOR desires position in an open shop. C 413.

PHOTOENGRAVING salesman and sketcher, thoroughly competent, hustler, business-getter, traveled with great success, desires position. C 117 care New York Office Inland Printer.

POSITION by first-class non-union line photographer. C 126.

Foremen, Managers and Superintendents.

EXPERT ESTIMATOR, 15 years superintendent and manager job and news-paper plants, wants position on Pacific Coast. C 106.

I AM A PRACTICAL PRINTER, an experienced superintendent, manager and salesman in the printing, engraving, bookbinding and lithograph lines; I am a hard worker, sober, married, and enthusiastic in what I undertake; am now employed as manager of a large job office employing over 100 people, but will not be after March 1, 1909; the very highest references furnished; if you need my services, write me; I will satisfy you on all points and "deliver the goods" I promise. C 95.

MANAGER OR SUPERINTENDENT — Capable man, 20 years' experience in all branches, 10 years proprietor; now employed as superintendent medium-sized plant; in present position I made a profit for 1908 of 22 per cent after deducting 19 per cent for depreciation, interest, taxes and insurance; no objection to newspaper and job office combined; only propositions that will pay \$2,000 per year considered; correspondence invited. C 88.

SITUATION WANTED as superintendent of plant or foreman of composing-room by practical man with years of experience; well posted on card index and loose leaf manufacture; 7 years with one concern and 5 with another; handle any branch of the printing business; including rubber stamps. C 120.

WANTED — A position as manager of book and job printing plant in the West by practical and competent man. C 96.

WANTED — Position as mechanical superintendent of job and newspaper plant; am practical mechanic and experienced in all branches of the business; at present am superintendent of a large house; would like to invest a limited amount of cash if satisfactory to both parties. C 111.

YOUNG MAN with 12 years' practical experience in the printing business—5 of which as foreman and 2 as superintendent of plant handling \$3,000 per month, consisting of general commercial printing, ruling, bookbinding and newspaper work—is desirous of entering a larger office, preferably one handling high-grade commercial and catalogue work; good knowledge of estimating, handling men and care of machinery; capable of acting as assistant superintendent or foreman; anxious to secure an opening where his knowledge would be of use and advancement offered; correspondence solicited. C 103.

Operators and Machinists.

LINOTYPE OPERATOR, lady, wishes position in or around New York State; book or news; good speed; best references. C 285.

LINOTYPE OPERATOR-MACHINIST of good habits desires permanent posi-tion; reliable; clean proofs; run coal oil burner; married. C 122.

MONOTYPE CASTER-OPERATOR desires change of location; 6 years' experience; keyboard and metal knowledge; best references; union and steady; can come on short notice. C 119.

OPERATOR, linotype; 36 years; crippled in lower limbs, but fast, accurate, steady, temperate; reasonable wages; non-union; 5 years on machine; plant must be on ground floor. STEPHEN BLAIR, Station A, Marshalltown, Iowa.

LINOTYPE MACHINIST of 16 years' practical factory and office experience desires position; capable of handling any size plant, new or old machines; A-1 references furnished. C 48.

Paper Cutters.

PAPER CUTTER AND STOCKMAN—Expert cutting stock for printing house; familiar with paper grades and sizes, pad making, pamphlet binding; good executive ability. C 265.

CYLINDER PRESSMAN—A strictly first-class mechanic, competent on highest grade of half-tone, color and publication work, with executive ability, now employed in one of the best houses in New York city, wishes to connect with a reliable house in some smaller city; non-union, married, sober, and can furnish highest references; prefer east of Chicago; correspondence solicited. Address PRESSMAN, Stationery Store, 2134 Amsterdam ave., New York city.

FOLDING BOX PRESSMAN capable of handling platen or cylinder cutting press, also operates glue machine; can build wood dies; good references; West preferred. C 85 care Inland Printer, 116 Nassau st., New York

SITUATIONS WANTED.

Pressmen.

PLATEN PRESS FOREMAN wants position in West; 12 years' experience on fine half-tone and process work; have executive ability, can handle a large pressroom economically, understand all overlay processes; some experience on pony; references: present employer; married, sober, union. C 25.

PRESSMAN, cylinder; young man; competent on high grade half-tone process and vignette work; moderate wages. C 224.

SITUATION WANTED — Cylinder, cylinder and platen, or duplex pressman. C 97.

WANTED — A position as foreman of pressroom doing a high grade of commercial work by a man of long experience; familiar with color, bronze, leaf work and embossing; kindly state what plant you have; southeast of Chicago preferred. C 98.

Proofreaders

PROOFREADER (female), at present employed, desires position in first-class open shop; careful reader; commercial printing and catalogue experience. C 317.

WANTED — Position by an experienced lady proofreader (non-union); steady, reliable; first-class job, also newspaper, experience; job office preferred; \$18. C 94.

Stereotypers.

A FIRST-CLASS RELIABLE STEREOTYPER with good references wants position either as foreman or journeyman. C 67.

Typefounders.

BRASS TYPEFOUNDER, expert in making brass types from start to finish, also molds, matrices, logotypes, pallets and chases, wants position. B 61.

WANTED TO PURCHASE.

WANTED — A large sheet perfecting press for Bible work; must be in first-class shape. ISAAC H. BLANCHARD COMPANY, 268 Canal st., New York city.

WANTED — Good second-hand wire stitcher and perforator; give full particulars and price. A. H. PETERS, Benton Harbor, Mich.

WANTED — Second-hand Royal router, beveler, saw and trimmer, with motor attached to each. C 87.

WANTED — Stereotypers' steam table, one capable of taking 7 or 8 columns. LONG, 400 Manhattan ave., New York city.

BUSINESS DIRECTORY.

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OLIVER BAKER MFG. CO., makers of art calendars and advertising specialties. Minneapolis, Minn., U. S. A. 3-9

Advertising Novelties of Wood.

AMERICAN MANUFACTURING CONCERN, Jamestown, N. W. Rulers and advt. thermometers.

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DEXTER FOLDER CO., Pearl River, N. Y. Folding machines, automatic feeders for presses, folders and ruling machines. 2-10

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WANNER, A. F., CO., 340-342 Dearborn st., Chicago. Makers of all styles of brass rule, printers' specialties, galleys.

Brass-Type Founders.

MISSOURI BRASS-TYPE FOUNDRY CO., Howard and Twenty-second sts., St. Louis, Mo. Exclusive Eastern agents, Keystone Type Foundry, Philadelphia, New York. 8-9

Calendar Manufacturers.

NEW LINE of bas-reliefs published by H. E. Smith Co., Indianapolis, Ind.

Calendar Pads

THE SULLIVAN PRINTING WORKS CO., 1062 Gilbert av., Cincinnati, Ohio, 71 sizes and styles calendar pads for 1909. The best and cheapest in the market. Now ready for delivery. Write for sample-book and prices.

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SHEPARD, THE H. O., CO., 120-130 Sherman st., Chicago. Write for estimates.

Chase Manufacturers.

BARNHART BROS. & SPINDLER, Chicago. Electric-welded steel chases.

Copper and Zinc Prepared for Half-tone and Zinc Etching.

AMERICAN STEEL & COPPER PLATE CO., THE, 116 Nassau st., New York; 358 Dearborn st., Chicago. Satin-finish plates. 6-9

Counters.

DURANT, W. N., CO., Milwaukee, Wis. The perfection of counting machines for all presses. Alarm Counters of various types. See advt. 6-9

HART, R. A., Battle Creek, Mich. Counters for job presses, book stitchers, etc., without springs. Also paper joggers, "Giant" Gordon press brakes, printers' form trucks.

Cylinder Presses.

BARNHART BROS. & SPINDLER, 183-187 Monroe st., Chicago. Babcock drums, two-revolution and fast new presses. Also rebuilt machines. 7-9

Electrotypers and Stereotypers.

McCAFFERTY, H., 141 E. 25th st., New York. Half-tone and fine art electrotyping a specialty.

Electrotypers' and Stereotypers' Machinery.

HOE, R., & CO., New York and London. Manufacturers of printing-presses and materials, electrotypers' and stereotypers' machinery. Chicago office, 143 Dearborn st. 11-9

Embossers and Stampers.

FREUND, WM., & SONS, est. 1865. Steel-die embossing to the printing, lithographing and stationery trade. Steel-die embossing to the printing, 45-49 Randolph st., Chicago, 3-9

Embossing Composition.

STEWART'S EMBOSSING BOARD — Easy to use; hardens like iron; 6 by 9 inches; 3 for 40c, 6 for 60c, 12 for \$1, postpaid. THE INLAND PRINTER COMPANY, Chicago.

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Engravers-Copper and Steel.

FREUND, WM., & SONS, est. 1865. Steel and copper plate engravers and printers, steel-die makers and embossers. Write for samples and estimates. 45-49 Randolph st., Chicago. (See advt.)

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ANYBODY CAN MAKE CUTS with my simple transferring and etching process; nice cuts from prints, drawings; photos are easily and quickly made by the unskilled on common sheet zinc; price of process, \$1; all material costs at any drug store about 75 cents. Circulars and specimens for stamp. THOMAS M. DAY, Box 12, Windfall, Ind. 3-9

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JONES, SAMUEL, & CO., 7 Bridewell place, London, E. C., Eng. Our specialty is noncurling gummed paper. Write for samples. 12-9

Ink Manufacturers.

AMERICAN PRINTING INK CO., 891-899 W. Kinzie st., Chicago. 3-9

RAY, WILLIAM H., PRINTING INK MFG. CO., 735-7-9 E. 9th st., New York.

ULLMAN-PHILPOTT CO., THE, office and works, 1592 Merwin st., N.-W., Cleveland, Ohio. 9-9

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GREAT DEMAND for Mergenthaler operators; best wages, shortest hours; 100 new situations every month; why not get one? The THALER KEYBOARD helps you; an exact facsimile of Mergenthaler Keyboard; bell announces finish of line; detachable copyholder; instruction book; price \$4. THALER KEYBOARD CO., 505 "P" st., N.-W., Washington, D. C.; also through agencies of Mergenthaler Co. and Parsons Trading Co., London, England, Sydney, Australia, and Mexico City.

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COMPOSITOR — Did you know that 30,000 periodicals, large percentage miscellaneous work is linotyped? 125 Mergenthaler Linotypes being installed each month? new Mergenthaler Linotype changed complete quicker than a case? carries nearly 400 faces? only ONE MAN machine? you don't compete with typewriter girls? the real financial friend of wide-awake, intelligent printers? that you can master the Linotype end quickly, thoroughly, successfully at the EMPIRE LINOTYPE SCHOOL, 419 First ave. (near 23d st.), New York.

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DYER'S PAPER CALCULATOR — Determines, without figuring, cost of given number of pieces of paper size of copy, any weight or price stock; 480 or 500 count; pays itself the first day in saving time and errors; price, \$5, prepaid; FREE TRIAL. Write for agency. L. M. DYER & CO., 1233 Elden av., Los Angeles, Cal.

DURANT

MODEL B

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DEXTER FOLDER CO., Pearl River, N. Y., manufacturers of automatic clamp cutting-machines that are powerful, durable and efficient. 2-10

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THE FRANKLIN CO., 346-350 Dearborn st., Chicago. Photoengravers and electrotypers.

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SHNIEDEWEND, PAUL, & CO., Chicago.

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LEVY, MAX, Wayne av. and Berkeley st., Wayne Junction, Philadelphia, Pa.

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GOSS PRINTING PRESS CO., 16th st. and Ashland av., Chicago. Manufacturers newspaper perfecting presses and special rotary printing machinery.

HOE, R., & CO., New York and London. Manufacturers of printing-presses and materials, electrotypers' and stereotypers' machinery. Chicago office, 143 Dearborn st.

THOMSON, JOHN, PRESS CO., 253 Broadway, New York; Fisher bldg., Chicago; factory, Long Island City, N. Y. 10-9

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CHOPPING WOOD with a dull ax, like setting gauge pins without a Tympan Gauge Square, wastes valuable time; sharpen one and buy the other; only 25 cents; all dealers. C 306.

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EXCEPTIONAL BARGAINS in new and rebuilt cylinder presses, job presses, paper-cutters, folders, etc. DRISCOLL & FLETCHER MACHINE WORKS, 164 Ellicett st., Buffalo, N. Y.

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DOAN, ISRAEL, Jersey City, N. J., acts as agent for printers in the purchase of materials or machinery of all kinds. Correspondence invited.

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SUPERIOR SEAL & STAMP CO., 52 Woodward av., Detroit, Mich. Seals stencils, rubber stamps, die sinking, checks, plates, inks, numbering machines, ticket punches.

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A COLD SIMPLEX STEREOTYPING OUTFIT, \$17 and up, produces the finest book and job plates, and your type is not in danger of being ruined by heat; simpler, better, quicker, safer, easier on the type, and costs no more than papier-maché; also two engraving methods costing only \$5 with materials, by which engraved plates are cast in stereo metal from drawings made on cardboard; "Ready-to-use" cold matrix sheets, \$1. HENRY KAHRS, 240 E. 33d st., New York city.

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AMERICAN TYPEFOUNDERS CO., original designs, greatest output, most complete selection. Dealer in wood type, printing machinery and printers' supplies of all kinds. Send to nearest house for latest type specimens. Houses — Boston, New York, Philadelphia, Baltimore, Richmond, Buffalo, Pittsburg, Cleveland, Cincinnati, St. Louis, Chicago, Kansas City, Minneapolis, Denver, Los Angeles, San Francisco, Portland, Spokane, Seattle, Vancouver.

BARNHART BROTHERS & SPINDLER, Chicago. Superior copper-mixed type. 7-9

HANSEN, H. C., TYPE FOUNDRY (established 1872), 190-192 Congress st., Boston; 43 Center st., and 15 Elm st., New York. 10-9

INLAND TYPE FOUNDRY, Standard line type and printers' supplies. St. Louis, New York, Chicago and Philadelphia. 9-9

PRINTERS WHO USE OUR BLOTTER DESIGNS Get More Work at Better Prices

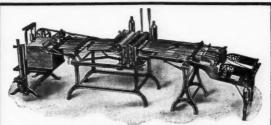
We furnish cuts and suggestions for wording—send you a new, crisp, effective design, with a Calendar Plate, each month. THEY DO PAY. Only one printer in a town can get them. Write and find out why YOU should be that one in your town. Samples and CHAS. L. STILES, Columbus, Ohio full particulars FREE.



Can be furnished with simple attachments for perfect operation on all sizes and makes of platen presses.

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The W. N. DURANT COMPANY, Milwaukee, Wis.



For the Best RULING MACHINERY write to

JOHN McADAMS & SONS 978 KENT AVENUE
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Why Best? BECAUSE they rule three times as much paper, and do better work, than any other.

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The VAN BIBBER ROLLER CO.

CINCINNATI, OHIO.

WE MAKE THE BEST THAT CAN BE MADE We use the latest up-to-date GATLING GUN system in casting, with the finest steel moulds, and make solid, perfect rollers by the best formulas.

Established 1868. Cincinnati is sufficient address in writing or shipping.



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This cut illustrates one of the various sizes of hangers for books 1/4 to

Don't Experiment advertising service—the strong-est line of COPY and TWO-COLOR CUTS ever put out for printers. Particulars and advertising service—the strong-est line of COPY and TWO-COLOR CUTS ever put out for printers.

and TWO-COLOR CUTS ever put out for printers. Particulars and endorsements gladly sent. FRANK ARMSTRONG ADVERTISING CO., Des Moines, Iowa.



CUTS for ADVERTISERS
Our CUT CATALOGUE shows thousands of beautiful and appropriate half-tone and line cuts for booklets, catalogues, circulars, magazines, papers, etc. Over nopp., 9/8, 121/5, 50 cst. (refunded on fg order). BEAUTY BOOK—Fullpage art pictures from original photographs of sixty-five of the most beautiful women in the world. Electros for sale. 36 cts. Both 76 cts. Stamps taken.

SPATULA PUB. CO., 100 Sudbury Bldg., Boston, Mass.

Roughing" for the Trade We have put in a ROUGHING

We have put in a ROUGHING MACHINE, and should be pleased to fill orders from those desiring this class of work. Three-color half-tone pictures, gold-bronze printing, and, in fact, high-grade work of any character, is much improved by giving it this stippled effect. All work given prompt attention. Prices on application. Correspondence invited.

THE HENRY O. SHEPARD COMPANY 120-130 Sherman Street

SIMPLEX PASTER AND WRAPPING BOARD

For pasting newspaper and magazine wrappers, tipping inserts and paper box covers. Great time and labor saver. 1,200 copies per hour with this device. No time lost in scraping wrappers wide. Size of board, 14 x 16 inches. Larger sizes to order. Wraps clubs and singles.

THE OLD WAY: Scrape 25 or 30 wrappers, apply paste by hand, then when they are wrapped go through same process again. Half your time and labor lost getting ready. THE NEW WAY: Fill fountain with paste, put in 400 wrappers and keep going until supply is exhausted. No non-productive labor. Saves its cost in a week's time. SEND FOR FOLDER.

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Engravers and Three-color Operators carn \$20 to \$50 per week. Only College in the world where these paying professions are taught successfully. Established sixteen years. Endorsed by International Association of Photo-Engravers and Photographers' Association of Illinois. Terms easy; living inexpensive. Graduates placed in good positiona. Write for catalogue, and specify course in which you are interested.

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IXON'S Special Graphite No. 635 should be used on Linotype Space-Bands, Matrices, and wherever there is friction. Write for free sample 157.

JOSEPH DIXON CRUCIBLE CO., Jersey City, N. J.

PRINTERS R. CARLETON ENGRAVING COMPANY, Omaha, Neb.,

for the LATEST COPYRIGHT-

LODGE CUT CATALOGUE Book, "When Papa Rode the Goat." Colored plates, too illustrations. Many fearful things. 15 cents by mail, to printers only.

The PAASCHE Air Brushes

are absolutely the best for coloring post-cards, calendars, novelties, show-cards, price tickets, advertising posters, signs, etc. Write us for catalog now.

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Auld's Bodygum

Added to printing inks makes halftones, type and rule forms print
one hundred per cent sharper and
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It saves the preseman's time of aring to stop his press so often to wash out his
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Metal Parts for Removable Covers

BINDING SCREWS for Loose Leaf Cost Books, Catalogues, etc.

Special Work in Metal Stamping or Screw Machine Work to Order.

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Practical and Economical

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GLOBE TYPE FOUNDRY

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This Ad set in our Globe Condensed.



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= KNIFE-GRINDING SERVICE We make a specialty of Paper Cutter and Lithograph Stone Knife grinding. E. C. KEYSER, 300 Dearborn Street, CHICAGO ('Phone, flarrison 7594)

The Government Standard KEYBOARD PAPER for the MONOTYPE MACHINE

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Photo-engraving on original and duplicate copy made with WHITFIELD'S pen carbon paper. We would like to send you samples, and quote discounts. Our line of pen, pencil and typewriter carbons is equally good. We manufacture manifolding oil tissues in books or flat sh Samples of all on request.

WHITFIELD CARBON PAPER WORKS, 121 Liberty St., New York City

THE GLOBE SPECIAL MACHINERY CO.

Manufacturers of PRINTERS', BOOKBINDERS' AND ELECTROTYPERS' MACHINERY

Machinery Rebuilt and Repaired. Day and night force. No delays. Expert mechanics.

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consisting of the press, 10-drawer cabinet, 14 fonts assorted types. all tools, and 10,000 assorted blank cards. Everything ready to start business. Never before sold for less than \$250. Remember, no experience required. We give you instructions how to do it. If interested, write to-day for catalog. BOOSTER PUBLISHING CO. - Dept. M, 351 Dearborn St., Chicago

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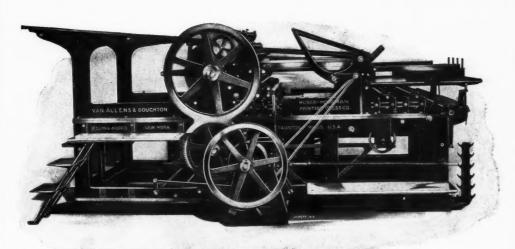
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Sizes—6x18, 9x24, 9x32, 9x36, 12x30 and 16x40 inches. With or without Hoppers. Solid or Water Cooled. build Paper and Pulp Mill Machinery, Plating Machines, Satu Machinery and Special Machinery.

If its good enough for the Inland Printer its good enough for any printer or user of engravings Waltones combine the two gualities absolute ly essential to all buyers of engrav ings: QUA and SERUI You can not afford to overlook us if in need of plate work of any kind The Inland-Walton Engraving Co. Makers of plates that print and originators of

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THE HUBER-HODGMAN PRINTING PRESS



PRINT-SIDE-UP DELIVERY IN OPERATION

ARE you going to buy a new press soon? The Huber-Hodgman is built for the first-class trade. With our splendid equipment we are prepared to furnish you a high-grade machine at a cost not to exceed the cheaper build. Won't you give us an opportunity to show you the fine features in this press. The press will deliver the goods. It is the most rigid, lightest running, most durable and all-round satisfactory press built. Our new Pony is truly the press de luxe. No shoes or rack hangers; noiseless, four rollers, four tracks. The movement is unique. Powerful, durable and rigid, and with all the speed that can be used. Suitable for any class of work that can be done on any size press. If you will examine it you will be compelled to admit it is the best built. Let us have an interview. All we ask is a chance to show it.

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17 to 23 Rose St. and 135 William St., New York.

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AGENTS, PACIFIC COAST, PACIFIC STATES TYPE FOUNDRY, 645 Battery Street, San Francisco, Cal.

AGENT, ENGLAND, P. LAWRENCE PTG. MACHINERY CO., Ltd. 57 Shoe Lane, London, E. C.

WESTERN OFFICE, 277 Dearborn Street, H. W. THORNTON, Manager,

Telephone, Harrison 801. CHICAGO

"How to Use Them"

Ask the average printer how to use cover papers. He'll say, "Use them for covers, of course."

It is this "of course" attitude that is keeping hundreds of good printers out of the bigger and easier profits they might otherwise make. Buckeye folders, circulars and novelty mailing pieces are far more effective than the advertising matter that nine-tenths of your customers are sending out now—and far easier to sell.

Have your layout man get busy and watch for our next advertisement, which will contain the first of a series

BUCKEYE COVERS

Cover stock is intended primarily for covers—"of course." But it has hundreds of other printed matter uses; and the alert printer who knows when and how to suggest these uses to his customers is the one who gets the cream of the business.

Buckeye Covers, because of the great variety of colors, weights and finishes available, are becoming a more and more important factor in the production of *all kinds* of up-to-date advertising literature. of practical suggestions, showing how you can increase your business by demonstrating Buckeye Cover possibilities to your customers.

Buckeye Cover is made in three weights, three finishes, and every popular tint and shade, from pure white to jet black.

It is better stock than any other mill produces at anywhere near the price; and it is *best* for more printing purposes than any other stock *regardless* of price.

We ask for Buckeye Cover no greater preferment than a strict comparison with any 12c. stock on the market.

If you are not already familiar with Buckeye Cover, it is probably because your jobber carries it under a private brand name. Write for sample-book and we will tell you where you can get the stock.

THE BECKETT PAPER COMPANY

HAMILTON, OHIO, U.S.A.

Established 1848

SCOTT

DIRECT-DRIVE HIGH-SPEED DRUM CYLINDER JOB PRESS

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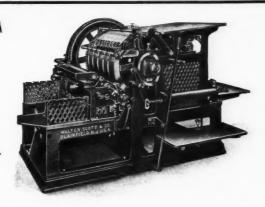
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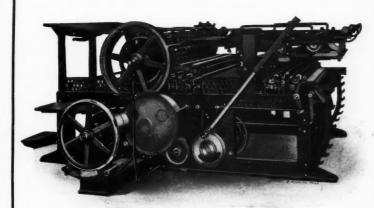
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Made in three sizes, from 20 x 25 to 26 x 36 inches.

The best press for small job work.





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DIRECT-DRIVE HIGH-SPEED TWO-REVOLUTION JOB PRESS

Made in eight sizes, from $27\frac{1}{2} \times 36$ to 50×66 inches.

The best press for fine color half-tone work.

SCOTT OFFSET PRESS

The Perfect Machine at the Right Price

Cylinders of correct relative size for high-speed feeding.

high-speed feeding.

Can be fed by hand or automatic feeder.

Cylinder journals not in eccentric bushings.

Plate cylinder stationary — others adjustable.

Finest plate and blanket clamp arrangement.

Automatic trips for rubber and impression cylinders.

Handy ink and water roll throw-off.

Perfect ink distribution.

Positive control of sheet by grippers until delivered.

Press extremely rigid and built by experienced lithographic press builders—no experiments.

BE SURE TO WRITE US BEFORE YOU PURCHASE.

We also manufacture lithographic and all kinds of rotary presses

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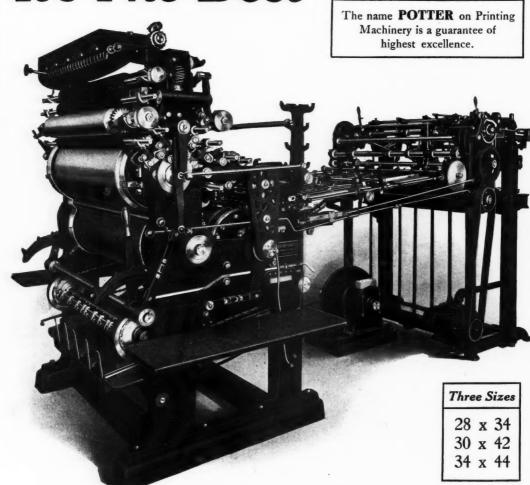
WALTER SCOTT & CO.

- MAIN OFFICE AND FACTORY

PLAINFIELD, NEW JERSEY, U.S.A.

CHICAGO OFFICE MONADNOCK BLOCK

If It's a POTTER It's The Best



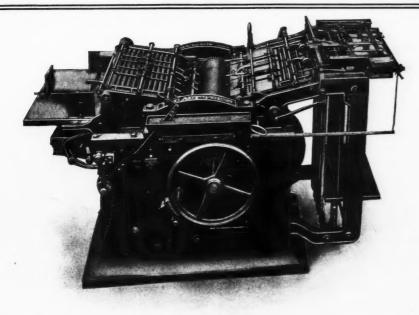
POTTER ROTARY OFFSET PRESS.

Simplest, Strongest, Surest,
Greatest Efficiency, Least Trouble,
Either Hand or Automatic Feed.

POTTER PRINTING PRESS CO. PLAINFIELD, N. J.

D. H. CHAMPLIN, 735 STOCK EXCHANGE BLDG., CHICAGO, Western Sales Agent.

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THINK OF THIS

Here is a jobber that will *automatically* feed, print (from type forms) and deliver sheets at a general running speed of from 4,000 to 5,000 per hour. It can easily do the work of three ordinary hand-fed job presses, and the product will be of the finest quality.

As a job printer you can no more afford to continue using slow, old-fashioned, hand-fed jobbers than the book printer can get along with-out typesetting machines. The stupendous value of a job press that automatically feeds, prints and delivers from 4,000 to 5,000 sheets per hour as against the ordinary jobber with an average of less than 1,000 sheets per hour, hand-fed, must appeal to the most conservative printer. If interested, we will be glad to send you descriptive literature and specimens of the average daily jobs printed on the AUTOPRESS; also facsimile letters from representative firms using the AUTOPRESS.

The AUTOPRESS COMPANY

M. D. KOPPLE, President

299 BROADWAY, NEW YORK CITY



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The Justrite Oily Waste Can For Printers, Engineers and Machine Shops

Constructed, Examined and Tested by the NATIONAL BOARD OF FIRE UNDERWRITERS.

ADVANTAGES of the JUSTRITE

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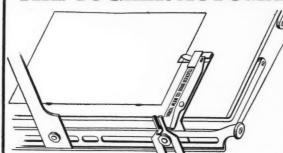
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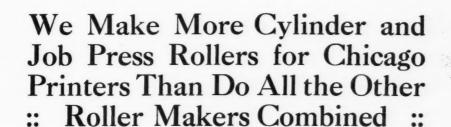
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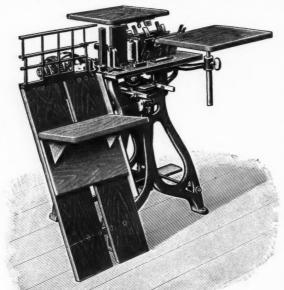
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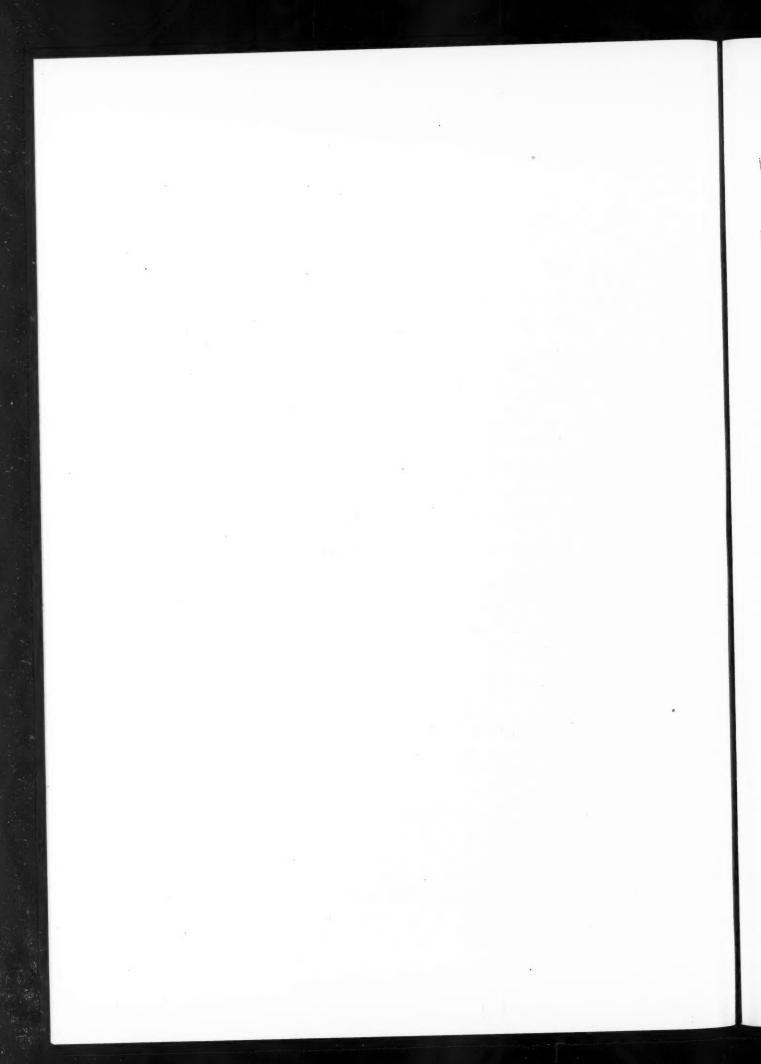
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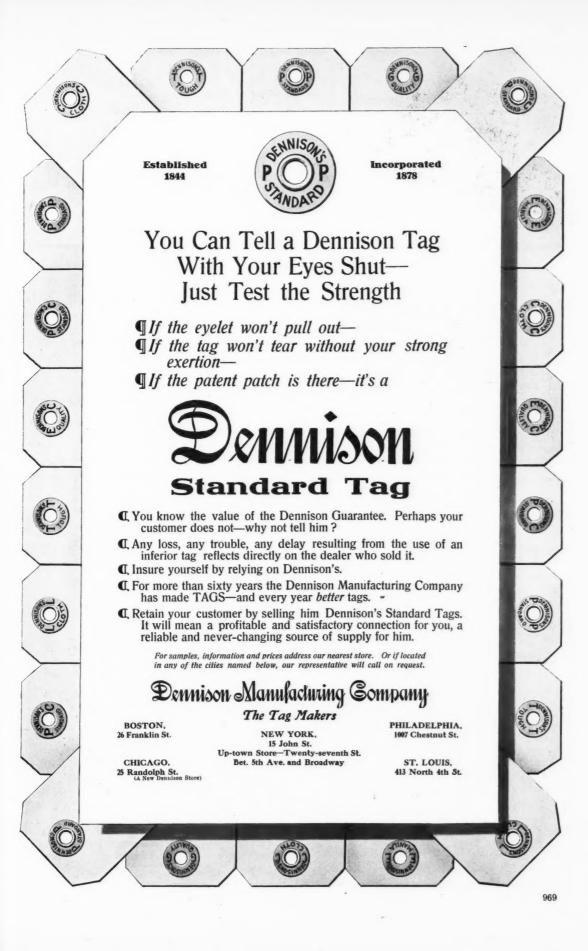


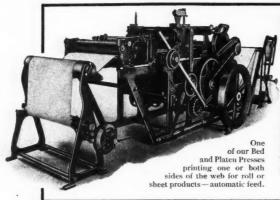
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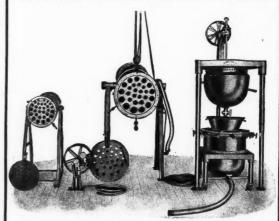
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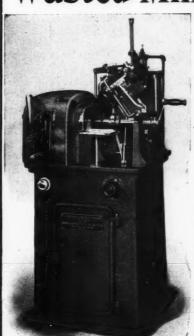
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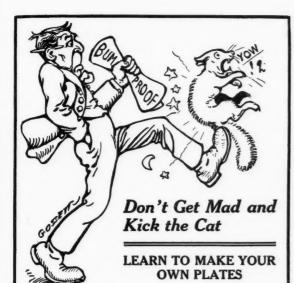
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ADVERTISER'S MAGAZINE.

ADVERTISER'S MAGAZINE.

KANSAS CITY, Mo., January 9, 1909.

DEAR MR. POWELL,—Your two new "Side Helps"—
Out-Door Advertising and "Business Correspondence"—
received, and I want to say with considerable emphasis that you are giving your students a long run and a heaping measure for their money. These little "Side Helps" alone contain more real, usable information than is found in the entire course put out by all the other schools about which I know anything, and I believe I have seen everything in the way of advertising instruction that has been put on the market during the last ten years. You are leaving your would-be competitors so far behind that there is no hope of them ever being classed as anything but "also rans." Keep the good work going. Do not keep on, though, until you get beyond the stage where there is any profit in the business.

Yours very truly,

ERNEST F. GARDNER.

Let me mail my two elegant free books - Prospectus and "Net Results" - if you are interested.

GEORGE H. POWELL

1187 Metropolitan Annex

NEW YORK

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NO DRYING, ETCHING OR HEATING Made on a Platen or Cylinder for immediate use.

No soft packing used. Simply a draw-sheet over it.

Stands near the impression point, making it possible to bring out the most minute details of a half-tone cut.

Absolutely impossible for it to slip. Always in register.

No expert required. Cheap and practical.

NO SHOP-RIGHT RE-QUIRED

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The one Mailing Machine having all the improvements not found in any others. Made in 6 sizes, from 1½ in. to 3½ in. PERFECT ADJUSTMENTS, SIMPLE AND SUBSTANTIALLY CONSTRUCTED Ask about our 30-day trial to responsible parties.

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Manufacturer Greenfield, Mass.

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PERFECT IMITATION TYPEWRITTEN LETTERS

are more in demand to-day than ever before. There's a splendid chance in your locality to handle this work at a profit, with little or no extra expense.

Our process is simple, no special apparatus required and no royalties to pay.

Letters printed in purple, blue, black, green or red with our Ribbon Process are ready for use on any Typewriter, so that a perfect letter is produced when name and address are filled in. Investigate.

Write us to-day for full particulars. Complete instruction book goes with each outfit.

THE TYPERIBBON MFG. CO., 113-115 Sherman St., Chicago



CUT SHOWS ONE OF THE MANY COMBINATIONS

WILSON

-that's all

that some of the largest plants in America use in the way of

patent blocks. Wilson Blocks are meeting with greater favor every year. The W. B. Conkey Co., Hammond, Ind., just purchased 23 sets and the W. F. Hall Ptg. Co., of Chicago, just purchased 10 sets in addition to the 3 sets they already had. One big printer said: "We have tried all the 'new-fangled' blocks and turned them all down for the Wilson." Costs nothing to get a copy of our catalogue or a set of blocks on approval. Either will be convincing. Do it now and you'll always be glad.

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ANY manufacturers think a LEVER Paper Cutter doesn't need to be so good as a power cutter. We think it needs to be better, to make the most of the limited hand power. All we know about paper cutters we've put into the "Reliance" Lever Cutter, and we have an increasing host of friends who believe with us that it is THE BEST Lever Cutter on the market.

MADE BY

Paul Shniedewend & Co., Chicago



ever Paper Cutter

HEN your Lever Paper Cutter is broken through accident-if it's a "Reliance," you order a new part and put it in yourself; if it's some other cutter, you call in a machinist. The "Reliance" is the only lever cutter that is completely interchangeable. Every part we make will fit any catter we make. It's a point worth considering. Write for price-list and circular which explains more SOLD BY

All Progressive Dealers

The Master Printer must have good Glue. The Best Glue is Peter Cooper's. It has been for ninety years the acknowledged standard. & Write PETER COOPER'S

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Embraces a genuine quality suitable for more purposes than any other bond manufactured. It is a fabric-finished, loft-dried bond paper that will print or lithograph perfectly. We make this line in White, Dark Blue, Green, Sepia and Golden Rod. The colors are especially attractive when printed with colored inks that harmonize with the paper.

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B. D. RISING PAPER COMPANY

HOUSATONIC. BERKSHIRE COUNTY. MASS

Makers of the well-known Housatonic, Barrington and Danish Bond, Linen and Ledger Papers.

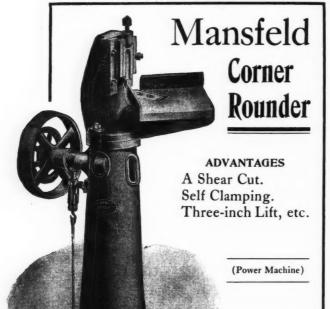
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WE manufacture WIPING RAGS thoroughly funigated and washed; a sanitary rag meeting the requirements of the various uses about the printing plant, the engraver and electrotyper, at a cost much less than you would pay for old rags or suitable cloths.

LET US MAIL YOU SAMPLES and quote you prices f. o. b. your station. We can prove a saving.

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goes to all parts of Canada from coast to coast, covering the entire field. With its news of the month in gossipy form and various useful features, which make it a practical aid to the printer, its advantages to the advertiser who wants to cover the Canadian field and do it thoroughly can not be questioned.

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Once installed, this plan need never be changed, no matter how your business grows. You will never again need to guess at the cost of your product. My system is enthusiastically endorsed by prominent printers. It is practical, simple, and can be operated by any intelligent clerk. You prepare your own forms.

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SETS TO PICAS Instantly and Accurately

Costs fifty cents less

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is the same as the well-known Rouse Job Stick, except that it sets to picas only. It can be used in setting at least 95 per cent of the usual run of work.

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Length	2-in.	2-in. 21/4-in. 21/2		
6-inch	\$1.25	\$1.35	\$1.45	25 cts.
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10	1.75	1.85	1.95	35 "
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15 **	2.50	2.60	Not made	50 "
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You can't afford to be without these sticks. You're sure to get them some time; why not now—to-day?

Mailed to any address on receipt of price.

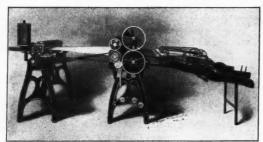
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Washes dirty, inky rags over and over and over.
Requires very little attention. Saves 75 per cent
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The massive construction of the ADVANCE LEVER CUTTER

is shown by the cut herewith. The center of the bed is supported by a saddle resting on two great cross braces. Every part is substantial and of best

The new friction clutch enables this machine to complete a cut in less than three seconds, and at the same time protects it from sudden strain.

Every controlling part is within easy reach of the operator. Side gauges are provided, back and front on both sides, enabling stock to be squared on either side. Automatic throw-off and brake are safe and sure in action.

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A type-high, automatic Numbering Machine, designed to be locked in the chase with the form, wholly surrounded by type matter, or used separately to print number only. Every figure disc is automatically advanced in consecutive order from 1 to 999,999. Provision is also made for skipping any number as it is required for check and other work with several forms to the page. In fact there is hardly any proposition involving numbering which can not be accomplished by this machine. This machine is constructed to meet the requirements of hard usage to which a Numbering Machine is subjected, is thoroughly interchangeable and is made of the very best material.

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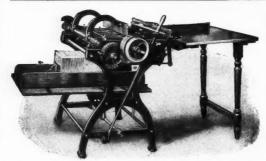
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Waste Paper at \$8 to \$45 a Ton

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You can immediately increase your baling all the old envelopes, circulars. torn boxes, scrap paper,



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Keep them compactly—reduce your fire risk—ship them direct to the mill where the highest prices are obtained.

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Form Cards will prove one of the BEST trade builders any printer ever put in stock because every customer will continually advertise you.



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All Edges Are Smooth when the card is detached, and this fact proves one of the most curiosity creating features you ever saw. Every one wonders how it is done and asks who

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'No Single-geared Cutter has equal Durability or Strength.

High-grade in every respect.

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The lessons are so arranged as to arouse interest. The student who is lettering is receiving an education that is a proper and helpful preparation for a correct understanding of the principles of design. These lessons in turn add to his knowledge what is necessary to comprehend and apply the instruction given in color harmony.

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Take the course now. The price—\$20 (5 per cent off for cash), \$5 down and \$5 a month till paid, with a rebate of \$5 from the union to each student who finishes the Course with ordinary diligence.

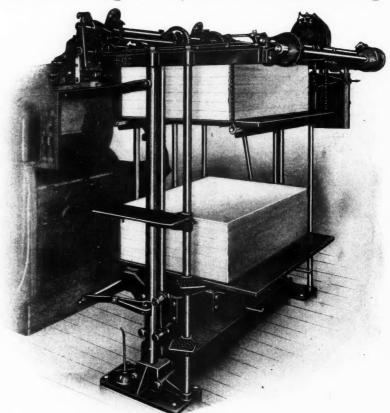
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Short runs no longer an objection to automatic feeding.



Simple

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The double elevator permits the preliminary work of piling the paper, for the following job, to be accomplished while the press is in operation.

There could be no stronger proof of the exceptional worth of the U. P. M. Automatic Continuous Pile Feeding Machine than the recommendations of the users.

Our catalogue and full particulars as to terms, prices, etc., will be mailed you immediately upon request.

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Advertising that pays you

March magazine advertisement about Construction Bond, our best grade of Bond paper.

These advertisements occupy magazine half-pages in March issues of:

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We sell no paper whatever direct to consumers, so this advertising can not pay us until the printers and lithographers who are handling Construction Bond have secured orders for it. But that it does pay them and us is evidenced by 60 per cent increase in 1908 sales of Construction Bond over the sales for 1907.

Every business man wants impressive stationery these days, and the printer or lithographer who can supply impressive stationery at a usable price gets the business. There is one paper that gets it - Construction Bond.

CONSTRUCTION



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It is as fine as business paper ought to be and as expensive as business paper needs to be, to fittingly represent the dignity and importance of any firm.

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W. E. WROE & CO. 304 Michigan Boulevard

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Proper Application of the Percentage Principle Inventory and How to Take It for Cost Purposes

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The system is very simple. It has been perfected after years of experiment. It has been tested and re-tested and has met with the approval of the best authorities in the printing business. The system we teach will enable any printer to tell instantly and definitely just where he stands without any quesswork.

and definitely just where he stands without any guesswork.

Method digests the matter that industry collects. Without it no business can be carried on successfully. Great success in life only comes to the very few—and they are invariably Men of Method.

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Best Detergent for cleaning and preserving rollers.

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For the printing trade. Adapted for all Manifold Forms, Order Books, Cash Sales Checks, Pen Manifold Books, etc., etc.

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Quality Metals

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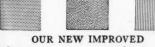
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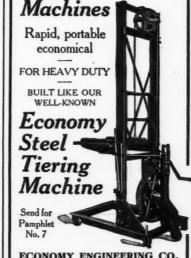
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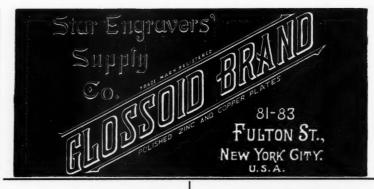
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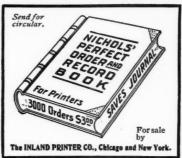
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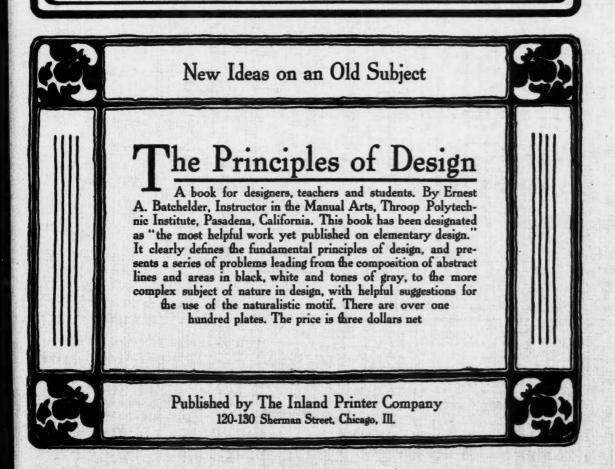
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